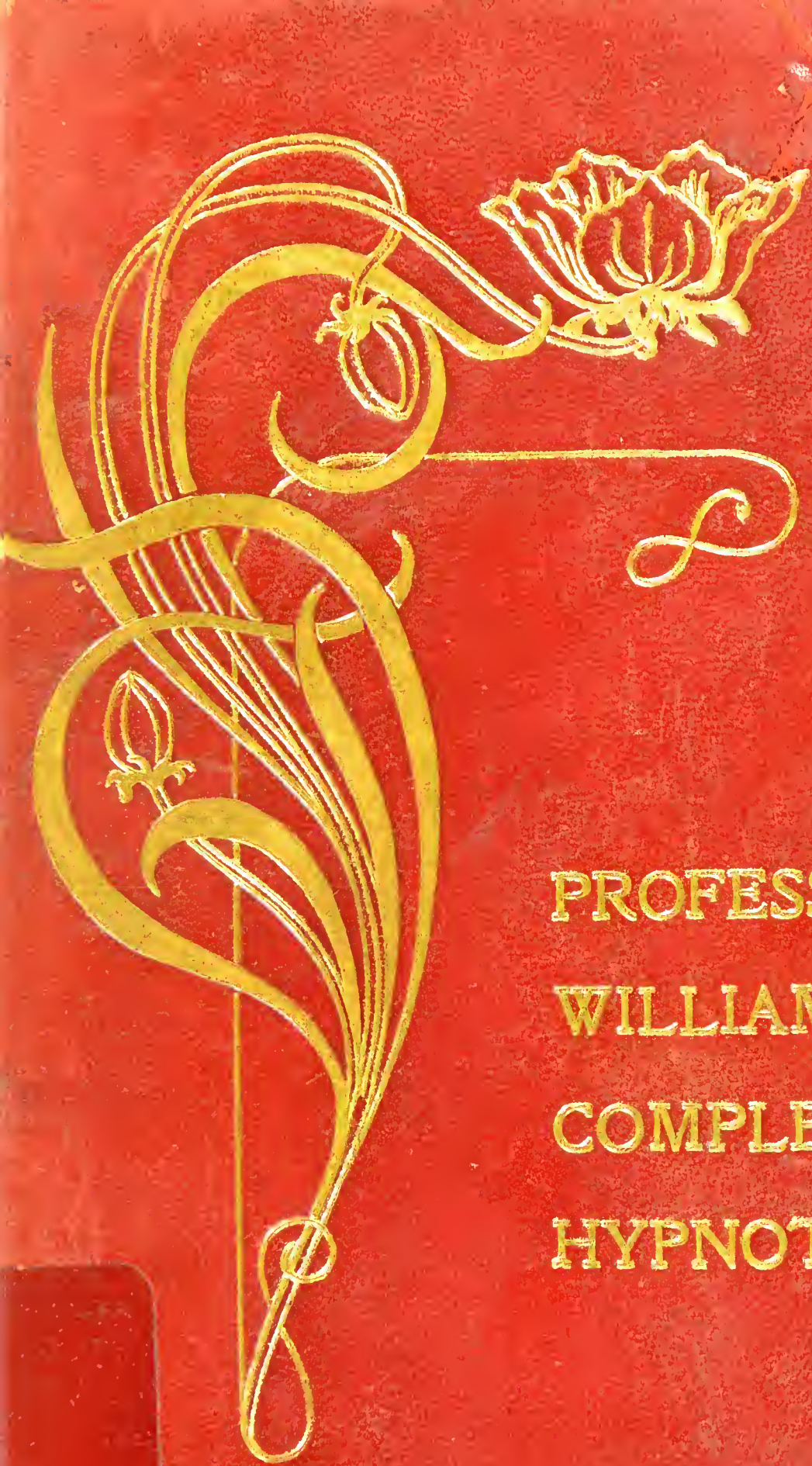

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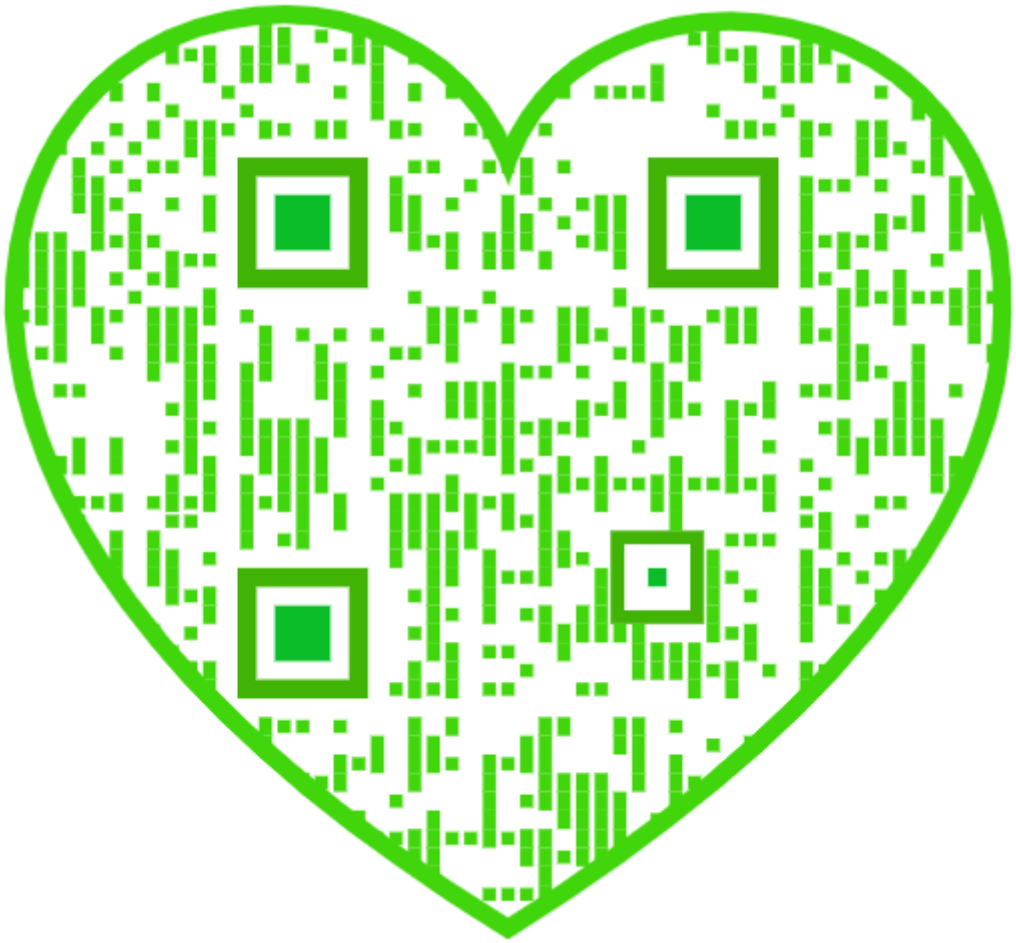

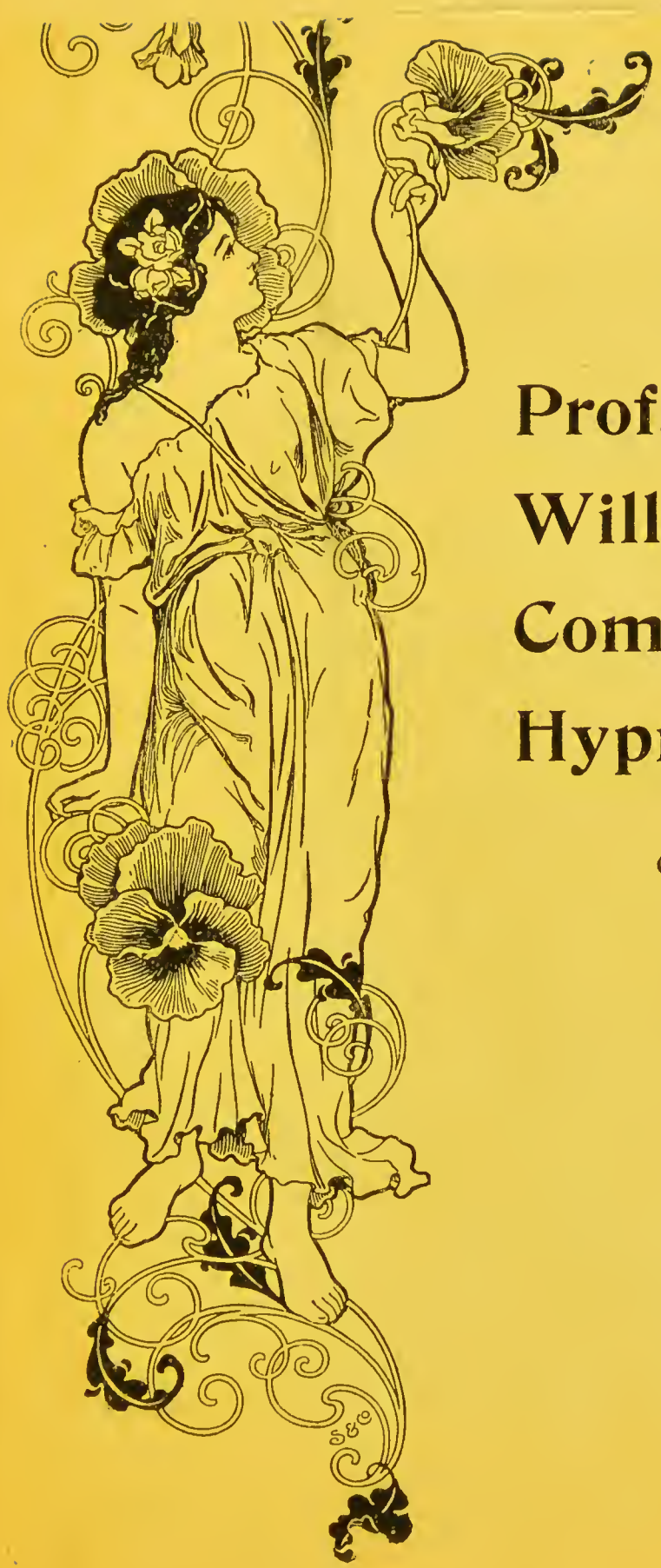

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I give you all the secrets of the art in plain language, without omitting one point or word that could be helpful to a complete understanding of the subject. I have nothing else in this connection to offer or sell, and thus I have no motive to hold back a single thing that would make you a practical operator.

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An Art Easily Learned.

In the study now before you it does not matter what your previous notions on Hypnotism may have been, or what ignorant persons may have told you in regard to it. You will here find it as easy as it is fascinating, and this despite of any books you have read on the subject or of any number of persons failing in their attempts to teach you the art. If you follow my instructions closely there is no more chance of your failure to become a Hypnotist than there is of the world ceasing to revolve. But remember, you must do just as I direct you. Every statement I make to you is strictly true, and in order to succeed in the shortest possible time you must implicitly believe them and act accordingly. The supreme benefits and pleasures you will get from the knowledge of Hypnotism will repay a thousandfold the trifling study and exertion that are needed to attain proficiency. I give you only facts without wasting words on theory. There is not one point about Hypnotism but what I am familiar with, and I repeat that if my instructions are carefully followed there is no possibility of failure. You may rest assured that if you study these lessons to a finish you will possess every detail of the hypnotist's art. If others should make the claim that they can teach you anything not in these Lessons you may consider it a sheer pretence.

Some Cheering Facts.

I will now tell you that the hypnotic condition, which is called *hypnosis*, can be produced by such simple means that it is hard for the student to believe that nothing more is required to bring it about. On this point the learner must be promptly satisfied, for one of the chief marvels of the science is the

fact that so simple a means should be capable of producing such tremendous results.

Another point that surprises the beginner is that whatever any one person can do with Hypnotism so can any other. Nevertheless this is perfectly true. You can have just as absolute control over your subjects as the greatest hypnotist in the world. You can hypnotize as thoroughly, you can make your subject just as insensible to pain, you can hypnotize just as many at one time, or you can use the wonderful post-hypnotic suggestion as readily as the most gifted professional hypnotist who has ever startled an audience. In short, whatever Hypnotism has done or can do for any living person it will do just as quickly and easily for you.

I trust that the above facts will fully satisfy you on the claim that it is possible for everyone to become a good operator. The secret is not in the possession of a mysterious force, passing from one individual to another, but merely in knowing *what to say*, and the most important, *how to say it;* in knowing *what to do* and *how to do it.* Scarcely less important is it that the student should learn quickly what *not* to do, that he may avoid the dangers which beset the path of ignorance. But the way is really made so plain in my lessons that every student may at once proceed to work as soon as he has well digested the matter here presented, confident that he will succeed beyond all doubt.

Personal to the Student.

A word here as to the behaviour, manner, and appearance of the operator since these points are of high importance and a neglect of some simple rule of good manners may result in failure to induce hypnosis at a critical time. The operator may be either male or female, fair or dark, short or tall, loud

voiced and commanding, or gentle and persuasive. The sex is immaterial, but in speaking of the operator I shall here refer to "him" always, to avoid confusion, as of the male gender. The appearance is not of consequence, provided one or two minor details are attended to, as given below, but the one crucial point which must be always in the mind of the operator, and which determines in itself success or failure, is *Earnestness*. The operator must have a serious face, a kindly, self-possessed, dignified manner, a steady eye and a firm, quite touch. It is also necessary that he should be able to look steadily and intently at the eye of another for one, two, five minutes, without permitting his facial expression to change. The value of earnestness is shown in this, that many new subjects who are only half in earnest will, if they receive any encouragement, such as a smile from the operator, begin to weary of well-doing and cease to give attention to directions. A firm, serious operator can bring these truants back into line by his glance alone, and make them feel ashamed of their frivolity. While it is not necessary that the operator should ever speak loudly to his subject, it is important that he should acquire the habit of acting quickly, but of speaking slowly and clearly.

Every action or motion of the operator should be swiftly and silently performed; every word that falls from his lips should be clearly spoken.

The operator must guard against offensive habits if he wishes to be invariably successful. He should be careful of his personal appearance and character, that nothing in his intercourse shall give offence to the most fastidious of his patients. He must likewise above all things be neat in his attire, and very particular about the condition of his hands, since he will keep those members constantly in play during the operation of inducing hypnosis.

To sum up, the qualifications of the successful operator are: Quickness, Neatness, Earnestness, Quietness, and the avoidance of offensive habits.

The Power to Impress People.

These things may be acquired. If the student is not in possession of all at this moment of reading, he can make them his own by practice and cultivation. He should remodel himself to the character here represented, and he will then be the better able to remodel or influence others, which is exactly what the successful hypnotist does. You have noticed that some men seem to have the power to take a prominent position in the world, and yet you have never studied the source of that power to find out whether you possess it yourself. But I can assure you right here that the source of the power is the same in all, and that its germ is in you as it is in the greatest statesman of the age. He has cultivated his germ; you have allowed yours to remain undeveloped. The germ is the ability to impress others. According as this is cultivated or neglected will your life be a success or a failure. As it is nourished or starved, so will you be a person of importance or a nonentity: so will your opinions be sought and followed, or treated with contempt.

Everything in life that means success may be traced to that faculty which gives success its very life and existence, the power to impress others. This is Hypnotism. The power to shape the will of another, to mould his opinions, to gain and keep his confidence, to influence his conduct, to direct his thoughts, his speech, his action. This is Hypnotism. It is used unconsciously by the political orator who sways his audience to a belief in his words; by the pulpit preacher who works his hearers up to a pitch of devotional frenzy; and by

the eloquent advocate who dazzles and bewilders a jury on behalf of his client.

It is only used consciously by the hypnotist, by the operator, who understands what he is doing. It will be used consciously and with full understanding by you who study these lessons, because you alone will see why you get your results and how you are to proceed to get them. You will understand the law that governs success, and the force that makes success yours.

Potency of Suggestion.

The law I refer to is called the law of Suggestion. You will use it to induce Hypnotism in your subjects, and you will use it throughout life to secure your aims and purposes by impressing your opinions upon others and changing their convictions. Let us merely examine the methods of any successful man and we will find that he is one that works not alone, but upon, with, and by the help of others. He uses other men, just as a carpenter or a wheelwright uses matter that is inanimate, and shapes it as he will. The carpenter uses tools for his work. The successful man uses as his tools, to promote and ensure his success, a steady eye, a smooth tongue, a firm and persistent will. He has trained himself to use these things; he has developed them in himself, and the point of this lesson is that just as he began you have now begun.

The germ of success is in you. Just as he cultivated this germ in himself you may cultivate it in yourself. But you have this in your favour. There was no one to tell him when he started in the race that the law of success is the law of suggestion. I tell you this now, and put you on your guard, that you may know why you succeed and how

you are to succeed, and that the same method which produces hypnosis in a subject sitting before you in a chair, is the same that will give you a series of successes in life. I teach you how to hypnotize, and at the same time lay the foundations of a prosperous business career for you.

Hoping you have fully absorbed the advice and general principles thus laid down, I may tell you what Hypnotism is in a more specific sense.

Hypnotism as a *Science.*

Hypnotism may be defined as a condition of artificial or induced sleep, brought about by simple methods, during which the subject is insensible to his surroundings and yet under perfect control of the operator, who may direct his thoughts into any channel desired and compel him to execute any command.

The hypnotic condition is brought about mainly by the concentration of the subject's attention and the suggestions of the operator. If the subject is induced to focus his attention upon any object for a period of time, his mind becomes a blank to a certain extent, and in a condition to receive and obey the suggestions of the operator.

If the whole attention of the subject is directed to the belief that a certain effect (as, for instance, the induction of sleep) will take place, that effect will gradually ensue. This result having been produced, the subject's will-power and power of resistance are considerably weakened, because he is much more inclined than at first to believe the operator's assertions. His susceptibility to suggestion is then greatly increased, and this produces the chief phenomena of hypnosis.

He can now be made to taste imaginary fluids, or hear imaginary voices, at the will of the operator, and these

impressions are as real to him as actual perception. His dreams are framed and guided by an external agency, his muscles are brought into activity and controlled by the same power. The ideas, acts and sensations which can thus be insinuated, so to speak, into the brain of the hypnotized person, through the agency of speech, or any other external influence, are technically called *suggestions*.

The Hypnotic Sleep.

The first effect of suggestion is, briefly, that a susceptible person will sleep when he is told to do so, and that his sleep will be of a particular kind. In this sleep the subject will do what he is told, and will also awaken by suggestion. While under its influence, his faculties and senses will be under the control of the operator, and he will obey any command that may be given to him.

Were you ever in the condition known as reverie, or abstraction? Or, in other words, did you ever feel yourself staring at some simple object or listening to some monotonous sound, apparently chained to the spot, while your mind seemed to slip from you, and you found yourself unconscious, for a few moments, of what was occurring about you? Even remarks addressed to you are unnoticed, until, with a start, you "bring yourself together again." This will give you an idea of what happens when a subject is under the influence of hypnotism, the condition of the subject being the same, so far as the reception of sensory impressions is concerned, as that of a man whose attention is absorbed or abstracted. He sees sights, hears sounds, etc., without *knowing* that he sees or hears them. The directing power of the will being suspended, the capability of correcting the most illusory ideas, by an appeal to common sense, is for the time annihilated.

Of this we have a typical example, familiar to everyone, in dreaming, which is a state of automatic mental activity of a kind so unregulated that the combinations and succession of ideas are often of the most extraordinary character, and are inconsistent, not merely with our most familiar experience, but also with each other.

Yet, as has been truly remarked, nothing surprises us in our dreams. We are never struck with the possibility of the events which we seem to witness, but we accept as genuine, with childlike simplicity, all the wonderful combinations which are successfully unfolded before our mental view. The same must be the case in any state of mental activity, as in Hypnotism, in which there is a similar suspension of voluntary control.

Trance Briefly Described.

One of the most common methods of bringing about the hypnotic condition is to command the subject to look fixedly for some time at any simple object, such as the end of a pencil, held about four inches in front and above the eyes. If this steady gaze is sustained for some time, the will of the subject becomes concentrated upon the direction of his eyes, so that at last it seems to be entirely transferred to them ; and in the meantime the continued monotony is operating, as in the induction of sleep or reverie, to produce a vacancy of the mind which leaves it open to any impression that may be made upon it from without.

When this state is complete, the mind of the subject remains dormant until aroused to activity by some suggestion conveyed to him by the operator, and to which he responds as automatically as a locomotive obeys the manipulations of its driver. He is, indeed, for the time, a mere thinking automaton.

He is given up to the domination of any idea that may be made to possess him, and he has no power of judging of its consistency with the actual facts, because he is unable to bring it into comparison with them. Thus he may be played upon like a musical instrument—thinking, feeling, acting, just as the operator wills that he should think, feel, speak, or act; but this, not as has been represented, because his will has been brought into direct subjection to that of the operator, but because his will being in abeyance, all his mental operations are directed by such suggestions as the operator may choose to impress upon his consciousness. His mind, having lost its power of self-direction, cannot shake off the yoke of any dominant idea, however tyrannical, but must execute its behests. It can not bring any notion with which it may be possessed to the test of common sense, but must accept it; it can not recall any fact, even the most familiar, that is beyond its immediate grasp.

The Will Suspended.

Upon any idea, therefore, with which it may be possessed, the whole of its attention is for the time concentrated, for a hypnotized person can entertain but one idea at a time. Consequently, whatever idea happens to be put before him is seized upon with all the earnestness and force of his being, since there is nothing to distract his attention or weaken the impression made by any suggestion that may be given him.

Thus, by an analysis of the principal phenomena of the hypnotic state, it will be seen how easily they may be reduced to the one simple principle of *suggestion*, acting on the mind, which has lost, for the time, as a result of concentration, its power of self-direction. The chief marvel lies in the fact that such slight means should result in bringing about this condition.

About Methods in General.

The method used to establish the hypnotic condition consists essentially in an imitation of the processes of ordinary sleep by means of verbal suggestion. Thus we actually bring sleep into existence by working on the imagination through speech. The skill of the operator consists in making the subject believe he is going to sleep; that is all.

It is not necessary, as I have already stated, that he should possess any peculiarity of temperament or voice. Strokes and passes are useless, except in so far as they heighten suggestion. In short, everything lies in the subject and not in the operator.

The subject imagines that he is going to be hypnotized, and sure enough he is, mainly as the result of his imagination. For this reason it is best that you should begin operating upon strangers. Your friends will have slight confidence in your ability, as they have never seen you hypnotize; therefore, get a stranger, one who is willing to be influenced, and give him to understand that you are a full-fledged hypnotist. You understand, of course, that I am now speaking about your first subject. After you get your first subject under your influence, all will be smooth sailing. Then you will see just how it is, and you will wonder at the ease and simplicity of the process. After that you will have perfect confidence in yourself, and others will have perfect confidence in you. Then you can operate among your friends, upon the stage, or anywhere. Therefore, my dear student, do not under any circumstances cease your efforts should your first attempt happen to fail. Thousands who might now be successful hypnotists are debarred from the privileges of this art simply because they were too easily discouraged. After one or two trials they foolishly gave it up, when perhaps their very next trial would have brought success.

The First Subject.

A large number of my students meet with success at the very first trial, not because they know more about the science, or were better operators than their less successful brother, but because they happened to strike the right subject to begin on. Don't give up even if you make twenty attempts and fail on every one of them. The best operators make many failures; and don't imagine that the professional hypnotists can do more than you, for they can not. Of course, they have the advantage in possessing reputation, which has a wonderful effect on their subjects, and besides, when travelling, they take two or three subjects along with them, who, as a result of having been repeatedly hypnotized, are ready to fall under the influence at a mere glance from the operator.

Right here let me say, that if it be possible, when selecting your first subject, get one that has been hypnotized before, as they are much easier to influence, and you have simply to look them sharply in the face for a few moments, making a pass in front of their eyes, and say, "Go to sleep," and they are in the land of dreams—they are hypnotized.

This is an important point. Get an old subject (that is, one who has been under the influence before), to start on. Give him to understand that you are perfectly competent to hypnotize him, and his imagination will do the rest. Assuming, however, that you are unable to get a person who has been under the influence before, I advise you to secure a person (a stranger if possible), who, in your judgment, would be easily influenced; not one of those stubborn, over-confident know-it-alls, but one who would be willing to obey your suggestions. The reason why some people are difficult to hypnotize is because they either consciously or unconsciously resist the operator's influence. Those between ten and twenty years of age are most easily influenced.

Preparing to Hypnotize.

Having secured your subject, place him a chair in a comfortable position, preferably with its back to the light. Before you commence to operate, however, it will be well to observe certain conditions. First, don't let the other persons in the room laugh or converse while you are operating. Disturbing noises at the first experiment will have a tendency to prevent hypnosis. They distract the attention and thus interfere with the mental state necessary for hypnosis. Later, when the subject has learned to concentrate his thoughts, noises are less disturbing. The most absolute avoidance of any mistrust by those present is necessary, as the least word or gesture may thwart the attempt to hypnotize.

It will be best, if possible, to see those who are to be present, beforehand, or tell them before the subject arrives, that every word or action must be made with a view of impressing the subject with the idea that there is not the slightest doubt of your being able to hypnotize him. Have perfect confidence in yourself, or if you haven't absolute confidence, assume as much as you can. Don't allow yourself to become excited, as there is nothing whatever to get excited about. Don't be afraid that there will be any trouble in awakening your subject, as that is the easiest part of it, and there is absolutely no danger of being unable to bring the subject out of the hypnotic condition.

How You Hypnotize Him.

You are now fully warned and guided up to the point where you may enter on the task of hypnotizing your subject. You should prepare his mind beforehand by telling him that you have a bright object for him to look at, and that if he

will gaze on it steadily, a gentle drowsiness will soon steal over him, becoming heavier and heavier every moment, until at last he cannot help but close his eyes and go right to sleep. You should also tell him that this sleep will be entirely natural and in no way whatever either dangerous or unpleasant. If he were to think different from this, or expect to feel strangely, it would only agitate his mind and hinder the condition of passiveness that is necessary to your purpose. If he is a friend who knows of it, you had better assure him that your experiment will be only of the briefest duration, and that you will not ask him to do anything ridiculous or hurtful to his dignity.

When you have thus made your subject feel easy in his mind, you should seat him in a comfortable manner and fix his hand, with the brigh object held in it about four inches in front of his eyes. The article may be a coin, a pocket knife, a metallic pencil case, a cork covered with tin-foil, or even something that has no glitter whatever. Instruct your subject that he is to keep looking right at it and not on any account to turn his attention to other matters, even if his dearest friend were to enter the room. You may speak to him thus: "Now I want you to keep on looking at it, right at it, soon your eyelids will get heavy, and then heavier and heavier; then you will close your eyes in sleep. Keep looking at it, keep looking, and pay no attention to anything but what I tell you. Do just as I ask you and nothing more."

At this point proceed gently. Do not hurry your subject. It will seem more natural if you give him time to get sleepy. He has only to listen. When his eyelids are really getting heavy, you can say: "Your eyes are closing, closing; your eyes are almost closed now," and drawl out the words in a low tone as if you were very sleepy yourself. Then follow it up like this: "Your eyes must surely close; you can not keep your

eyes open; they are closing fast; you are almost off; they will now close entirely and you will sleep. Close them." Then, after a moment's pause, say "Sleep," speaking the word in a low but commanding voice.

A Graceful Surrender.

The eyes of your subject may quiver for a short time, but he will soon settle back in his chair, perhaps with a sigh, and exhibit every sign of profound repose. Let him rest thus for a minute or two, but if he is a new subject, keep on continually making suggestions like these: "You cannot awaken now; nothing will wake you and nothing will hurt you. You may open your eyes but you will stay fast asleep. I am now about to raise your arm, but you won't wake up. Nothing will wake you." Stroke down the raised arm, and then say: "Now, you can't take it down, you are still sound asleep, and you will do just what I tell you and nothing else, but you will not wake up; you cannot wake up until I give you the word to do so."

Your control will now be evident from the arm continuing in the position to which you raised it, and if you tell the subject that no other but yourself can take it down or bend it, a trial will show that such is really the case.

This is a good way of beginning to establish full control, or you can raise both arms in like position and cause the limbs to be rigidly outstretched. When you are disposed to release them, you may stroke the limbs gently but firmly in the opposite direction, saying: "I wish you to take them down now— See, you can do it easily. You can do all I tell you, but nothing else. You will do so all the time. You can only awaken on my telling you that I wish it."

Speak to your subject just as though he were awake, and in full possession of his senses. Although fast asleep to everyone else, he is keenly awake to you. He went to sleep with his mind absorbed with the idea that you alone could control him, and that is the reason that no one else can make any impression upon him. As you have been talking to him and touching him almost constantly, he has had no opportunity to fall asleep to you. This connection between the subject and operator is called *rapport*, which in hypnotism means the state of sleep in which the attention of the subject is fixed exclusively upon the hypnotist, so that the latter is constantly present in memory. It is possible, however, to put your subject *en rapport* with any other person by simply suggesting to him that he is to obey the requests or demands of that person until further notice.

Control of the Subject.

As I stated in a previous place, you control your subject entirely by suggestion. This suggestion may be either a command or a request, either spoken or implied. It is important to note that while suggestion may be made verbally to the subject, and usually is so made, it is by no means essential that words should be used. All that is requisite is that the subject should clearly understand what it is that is desired of him. The organs of sense and perception are all channels for the conveyance of any suggestion made to the subject. As I have said before, Hypnotism is a condition brought about by suggestion, and the subject is controlled by speaking to him or making some motion or sign, the meaning of which he will understand.

In very many ways, by a look or a movement, the

hypnotist is able to convey a suggestion to his subject which will be quite as potent as if made by means of speech.

After your subject has been under the influence a few moments, it will be well to awaken him. Directions for doing this will be found in another place, and you will find that you can instantly awaken your subject at any time with perfect ease.

A Method Slow but Sure.

While the method just described is usually successful, I have discovered a superior and hitherto unknown formula which will suit all those who prefer to be less prompt in order to be more sure of results. This is called the "Inhibitory" method, which I shall now fully describe, though leaving you free to make a choice. It is slower in producing its effects than some other methods which I shall give you, and for stage work it is far inferior to my own Original Instantaneous method, but it is really the groundwork or basis of any and every method known to hypnotic science.

Now, remember that I give it to you here because at first I wish you to be equipped against all chances of defeat. Using the precautions already laid down in the selection of the proper subject, you take the person away in a quiet room at any hour of the day—after breakfast is as good a time as any other—and tell him to sit in a chair facing you. The chair should be comfortable. Draw your own chair to a point exactly facing him, and so close that when you lean forward your face is not more than eighteen inches from his. Your face should be at least on a level with his, but may with advantage be above his several inches. Now say to him quietly and with confidence, looking at him steadily between the eyes: "I have brought you in here to show you proof of

a very curious experiment. You must give me your whole attention and must not let your mind wander about. You must do just as I tell you I am going to fasten your eyelids so tight that no matter how you try to open them, you will not be able to do so. I can do this with a word. Now look closely at me. Don't wink, and don't move your eyes. Look steadily into the pupil of my right eye. Just for a few seconds. It won't take long; and it won't hurt you in any way. Remember, you will be none the worse for this experiment. I shall not do anything that will hurt you. I shall tell you to close your eyes in a few seconds, then to open them, then to close them again, and this last time you will find they will be shut tight, the eyelids will be tightly fastened; you may lift the eyebrows, but you will not be able to open your eyes. Now watch me quietly just for a few seconds. Give me your whole attention. So—now close your eyes—tight, shut tight for a few seconds. Now they are coming open again; open them. Now, once more, last time, shut them, shut them fast, tight closed, tighter still; and *now you can't open them* till I give you leave. Now I pass my hand lightly over your face from the chin upwards, and your eyes come open again. There—they are wide open —and you are none the worse."

Leading Him Along.

"Now I want to take you on a little farther. I prepared your mind in that first experiment for an effect that was to follow. Give me your full attention, and we will get the same effect with much less preparation. Just look at me a moment steadily. Now close your eyes tight. Good, they are stuck fast and you can not open them. Try as you will, you can not open your eyes till I say so. You find that you

can not. You seem to be wide awake; you are laughing at the absurdity of your eyes being shut against your will, and yet you can not open them until I give you leave. Once again I pass my hand over your face and your eyes open, and you feel all right. I will explain to you some day the principle upon which they work. Look at me again. Don't move your eyes. I take your hand in mine and put it upon your knee; so with the other hand. Keep your eyes on mine. Your hands are fastened to your knees, and you can not move them. There is no strength in your arms. Now I touch your eyelids with my finger and your eyes close, stuck fast again. Hands and eyelids both fastened. Now I pass my hand, without touching yours, upward over your left hand, and unfasten it, but the right hand is still fastened. You can move the left hand, but not the right. Now, if I merely blow lightly upon your eyelids, they will come open with a start, so; and then I snap my fingers over your right hand and it will be unfastened from your knee, so; now you feel all right. Now you see that whether I touch you, or blow upon you, or snap my fingers, the same result is brought about, provided that you expect it, and have been told that it is to follow. In other words, your concentrated attention has produced the effect of awaking your hand, or reopening your eyes. I put your hand and your eyes instantaneously to sleep, yet I did not mention the word sleep."

Before dismissing your subject, and terminating his first sitting with you, you should, in the same manner as above indicated, fasten his feet to the floor, stretch out his arm and show him that he can not lower it; clasp his hands together and tell him that he can not unclasp them; touch his lips with your finger and tell him he can not utter a word, and in fact try some eight or ten simple tests of this kind. There should be nothing complex in this first sitting.

Points to Remember.

By carefully noting the manner in which the words which formed the above suggestions were given, you will come to the right conclusion that you can scarcely be too precise in making your suggestions to a subject. You must never allow him to use any effort in thinking while you are working upon him; every expected result must be so clearly impressed upon his mind that he will understand without further explanation just what you intend him to feel or to do. In other words, you must not make it necessary for your subject to ask questions, because the act of asking questions on his part disturbs his attention, and scatters his concentration. The result that you desire, whatever it may be, must be presented so clearly and emphatically to his understanding that his mind receives it at once without any difficulty, having no strain upon the comprehension.

You will be asked by your audience, by your friends, and by your subjects, how it is that you are able to do such things, as for instance, to close a man's eyes against his will instantaneously, without apparatus, preparation or paraphernalia of any kind. Your audience will see that your work is not sleight of hand, or trickery, but a genuine performance. I think it wise that you should allow them to believe what they please. It will do your work no harm, but rather add to its attractions, if they believe that the phenomena you produce are due to a peculiar and abnormal power which you possess. I should advise you to tell them nothing, and warn you not to take your subject into your confidence. All you need to explain to your subject is, that the experiments you perform upon him will do him absolutely no injury, but will instead benefit his health, and enable you to correct his faults if he has any obtrusive ones, or rid him of any bad habits he may be anxious to overcome.

Varying the Routine.

If you decide to make a break in the experiments you conduct with your subject you should at the beginning put him through the same experiments of fastening his eyes, hands, feet, etc., as above indicated. Then stand him upon his feet, and standing behind him, close his eyes with your fingers, pass your fingers with light soothing strokes across his eyes a few times and say: "Your eyes are tight shut. You are falling backward now. I shall catch you. My influence is pulling you back, and you will fall rigid and stiff into my arms. You are stiff from head to foot. Now you are falling." Your subject will begin to sway slightly, and as you repeat the suggestion more forcibly that he is falling back, he will fall over stiff and unbending into your arms. You catch him, of course,and repeat the suggestion, "Stiff and rigid, you can not bend yourself. You pay no attention to anything but the sound of my voice. You heed nothing but what I tell you;" talking to him in this emphatic manner you lay him upon the floor and arrange two chairs near by, one at his head and one at his feet. Now pass your hand lightly under his body from his head to his feet and say, "Stiff as a board. Muscles hard and firm. You can not bend yourself." Now pick him up by putting your hands under his neck, repeating, "Stiff as a board," and rest his head, neck and shoulders on one chair. Stroke him again two or three times, forcibly repeating the suggestions and then pick up his feet and place them on the other chair. He will remain in that position, and if he is especially rigid in his muscles you can at this first attempt sit upon him, or put a heavy weight upon him without his flinching. This is catalepsy. It is at this time that I usually make my first suggestion of sleep to the subject. While he is there in a cataleptic condition, I say to him, "Now you are going sound

asleep—far away—you will feel no strain—no effort. You will not bend until I loosen your muscles. You will always hear clearly everything I say to you. It is quite easy for you to lie as I put you. You feel no strain. Sleep."

Let him lie so for a minute, then, making upward passes from his feet to his head, say, "I shall wake you now, and your muscles will slowly relax from the abdomen to the extremities so that the middle of your body sinks slowly and easily to the floor. Just as it touches the floor you will wake up feeling all right; no soreness, no stiffness, and you will go to sleep again for me at any time I want to put you to sleep. Now your muscles are relaxing and you are sinking slowly to the floor." When he touches the floor he opens his eyes as you have directed, and is much interested in the feat he has just performed.

Now you explain to him as you help him to his feet that this is catalepsy, one of the most peculiar of the phenomena of Hypnotism, and assure him that in a little while, after two or three more attempts, he will be able to sustain a great weight without difficulty, and that his sleep will become more profound with every experiment. He may be of the opinion that he has not been to sleep at all, but you may be quite confident in your own mind when you have induced Hypnotism in any subject to the extent of fastening eyes, hands, or feet at the word of command, you have him mentally in such control that he will sleep at once when you tell him to.

The Operator's Gain.

In these and all other operations of Hypnotism remember that a confident manner impresses every one who hears you, and helps to bring about the success you seek. Manner is everything. You will not hesitate, you will not grow confused

or self-conscious, after you have been practising this work in private for a few weeks. It is astounding how the art of Hypnotism benefits the health and carriage of the operator, he is learning government, learning to sway men; to influence others, and a new chapter in his life is opening. His step becomes elastic; he holds his head high, he looks by force of habit everyone straight in the face with a clear penetrating gaze; he feels stronger, healthier, happier. He is tasting the sweets of power, conscious as he looks at his fellow-men that he is in possession of the secret of all influence. It is just at this time that he begins to appreciate the power of thought alone to influence others, and to practise the art of Silent Influence which is treated in this Course of Lessons. Here he finds a most fascinating field of experiment, and a branch of study which is as beneficial in its curative effects upon others as it is helpful and consoling to the operator himself. It is a sublime consciousness which comes to a man who is vested with the power of transmitting a healing thought to the afflicted as well as the moulding of those about him through the medium of his words.

Other Hypnotizing Methods.

The first method of producing hypnosis given a little way back is the best and easiest ever published. There are many other methods but it is not likely that you will have occasion to use them to any extent. However, it sometimes happens that a person who will not go into hypnosis by one method will readily yield to another, and should you fail after a thorough trial of the method already given, and wish to try another, be sure and give your subject the impression that the method about to be tried, no matter which one it be, is much more rapid and powerful than the one that has failed.

This little ruse will often work upon the imagination of the subject to such an extent that he will fall under the influence the moment the other method is attempted. A method very similar to the first one but in which the influence is brought about more particularly by simple suggestion, is the following: After having observed the same preliminary conditions, tell your subject to keep his mind from wandering, and to think of nothing but of going to sleep. Look him firmly in the eye, command him to fix his eyes on yours, and then say in a monotonous but distinct tone: "Your eyelids are getting heavy, very heavy. Your eyes are red and moist. You are getting sleepy, very sleepy. Your eyes are getting more and more fatigued. A feeling of heaviness and the desire for sleep are taking possession of your whole body. Your eyelids are shut, your head feels dull, your thoughts grow more and more confused. You are fast asleep; you can not wake up." When the eyes close the subject is almost asleep, and a few judicious words, affirming that he is asleep, complete the hypnotizing. Every sign of submission to the hypnotic influence should be immediately turned to account. Watch the subject closely, and suit the words to the symptoms they develop.

The Fascination Method will sometimes produce good results. In this the subject is told to gaze steadily into the eye of the operator, for some minutes, and if he proves susceptible he will imitate every move of the operator, all the while keeping his eye firmly fixed on those of the operator.

Methods to Choose From.

I will also give the so-called Mental Method. Command the subject to close his eyes. Tell him that his mind is a

blank and he can think of nothing. Leave him for a few minutes. Return to him and tell him that he can not open his eyes. If he fails to do so, then you may begin to make any suggestions you desire.

Another method is to simply command the subject to close his eyes while the operator makes passes over his head and hands without coming in contact with them. Suggestions may be made during the passes. This is the so-called Mesmeric Method, and is the one that you should use if you desire to hypnotize a large number at once. To do this you should have several of your subjects present whom you have hypnotized before, and of course they will immediately succumb to the influence, which will have the desired effect on the imagination of the others. If now a few passes are made before each one and sleep suggested, you will find that they will readily pass into hypnosis.

Here is another method of producing hypnosis which will be found entirely practical, and may be used at any time you think it necessary to impress your audience with the fact that you are not obliged to follow any certain mode of procedure.

Seat your subject, if convenient, in an ordinary chair (not an arm or rocking chair) with both feet flat on the floor. Place his hands on his thighs, with the palms down, the fingers pointed toward the knees. Then, standing three or four feet in front of him, request him to relax as much as possible, mentally and physically. Next say to him: "Look at one of my eyes," and draw his attention with the index finger of your right hand to the eye you wish him to look at. Lower your hand immediately to your side, and gaze directly and steadily into one of your subject's eyes until the pupil begins to dilate. This will require from five to ten seconds. Then repeat slowly the following formula: "Close your eyes gently,—tighter—arch your eyebrows. Now you will find it

a little hard to open your eyes. Try—try—try. All right, you may open them."

Relax all tension in yourself when you say, "All right.

You must, of course, feel confident that you can hold his eyes closed for a few seconds. Your manner and tone should be such as to convince him that you can do so.

As soon as you see that you have produced an impression, at once release your subject for a moment. This will prevent his forming adverse auto-suggestions which might destroy the slight impression already made. After a moment's rest repeat the operation, saying again: "Look at one of my eyes.—Close your eyes gently, a little tighter—arch you eyebrows. Now you will find it very much harder to open them than before. Try—try—try. All right."

Increase the Emphasis.

From the moment you commence, keep a steady stream of oral suggestions. Whether you touch your subject or not, talk to him constantly in a quiet, confident monotone. You will notice that you emphasized the formula a little the second time by saying, "You will find it much harder to open them than before." Always lead your subject by gradual stages up to the climax you have in mind. Make the third formula a little more emphatic than the second; thus: "Look at one of my eyes; close your eyes gently—a little tighter; arch your eyebrows. Now I am sure you will find great difficulty in opening your eyes. Try—try—try. All right."

If you find your subject has much difficulty in opening his eyes use this formula: "Look at one of my eyes; close your eyes gently, a little tighter; arch your eyebrows. Now, sir, you can not open your eyes. Try—try—try. All right; now you may open them."

After you have succeeded in holding his eyes closed, proceed to control his vocal organs as follows: "Look at one of my eyes. When I count five you will find it a little difficult to speak your name. (Count slowly.) One—two—three—four—five. Try—try—try. All right." "Look at me; when I count five, you can not speak your name. One—two—three—four—five. Try—try—try. All right; now you may speak." Every time you say "All right," snap your fingers, or strike your hands together about two feet from the subject's eyes.

New Forms of Control.

"We will now proceed with a series of muscular experiments. Look at one of my eyes." While holding the subject's attention, and looking him directly in the eye, take one of his hands in both of yours. Tell him to close his hand; at the same time make an impression on the sense of feeling by helping him to close it tightly. Then say to him, "Look at the knuckle of your thumb." Keep your gaze still riveted on one of his eyes, whether he is looking at you or not. In fact, the sooner you acquire the habit of keeping your eyes fixed upon those of your subject, regardless of his muscular action and your own, the sooner you will become an expert operator. Then say: "Close your hand tighter; when I count five, you will not be able to open your hand. One—two—three—four—five. Try—try—try. Now you may open it.

"Look at one of my eyes. Clap your hands together, so (clapping your hands). A little faster. Look at your hands; clap them still faster. When I count five, you will find it hard to stop clapping. One—two—three—four—five. Try—try—try. All right." Again: "Look at me. Clap your hands so. Look at your hands. Clap them fast. When I

count five, you can not stop. One—two—three—four—five. Try—try—try. All right."

Have the subject stand during the following experiments.

"Look at one of my eyes. Raise your hands, thumbs down, so (raise your own hands in front of the body, palms facing, about two feet apart). Look at your right hand. Now at your left hand; now the right hand; now the left. When I count five, your hands will miss when you strike them together. One—two—three—four—five. Strike them if you can. Try—try hard. All right; now you may strike them."

"Look at me. Make your knees stiff. Think of your knees; think how very stiff they are, and keep thinking that you can not bend them, and when I count five you will find it impossible to bend your knees. One—two—three—four—five. Try—try—try. Bend them if you can. Now, sir, you are going to follow me around the room walking stiff-kneed." (Walk back, and your subject will follow.) "All right, now you can bend them."

Requesting the subject to look at you, take his hand and place it palm downwards upon your palm. Press it close to yours and make some passes from the wrist to the tips of his fingers. Now say: "Look at your hand. When I count five, you will find that you can not take your hand away from mine. You must not pull it, but try to lift it up. One—two—three—four—five. Try—try—try. All right."

Remember that during these muscular experiments your subject is perfectly conscious of what is going on, but he can not choose but obey you, once he forms auto-suggestions to that effect.

Reaching the Climax.

If you succeed in any or all of the above experiments, you may safely proceed to induce the hypnotic sleep, the state generally called lethargy.

Have your subject sit upon a lounge in such a position that when he falls back his head will comfortably reach the head-rest of the lounge, and then request him to look at one of your eyes. Gaze steadily into the pupil of his eye without winking—without any motion except full, regular breathing, and constantly *will* him to go to sleep. Raise your hand, with the thumb and the first two fingers together, about four feet from your subject's eyes, and at an angle of forty-five degrees above them, and direct him to look at your fingers. Bring your hand slowly down within six inches of his eyes, and then lower it toward his chin. If he has not already closed his eyes, direct him to do so and to think of nothing but sleep. Bring your hands behind his head, gently touching the back of his head, and say: "You are falling—falling back asleep; so sleepy—so sleepy."

Do not try to push or pull him back. Rather feel that the palms of your hands and tips of your fingers are drawing him back; and continue to suggest sleep. When he drops to the lounge, say to him: "When I count ten, you will feel very sleepy; (count slowly)—One—s-o s-l-e-e-p-y; two—s-o v-e-r-y s-l-e-e-p-y; three—your eyelids are so heavy; four—every muscle in your body is completely relaxed; five—your breathing is slow and regular; s-i-x—sleep is coming; s-e-v-e-n—coming faster; e-i-g-h-t—you don't want to think; nine—almost asleep; t-e-n—sleeping." Do not pause here, but go right on. "When I count ten more, you will be sound asleep, and will heed nothing but my voice.

"O-n-e—sleeping; t-w-o—feeling so well; t-h-r-e-e—asleep from head to foot; f-o-u-r—a-s-l-e-e-p, a-s-l-e-e-p, a-s-l-e-e-p; f-i-v-e—sleep, quietly and comfortably for five minutes (no longer), and then awake, refreshed and benefited in every way; s-e-v-e-n—you are now in a very deep sleep; e-i-g-h-t—s-l-e-e-p on; n-i-n-e—such a restful sleep; t-e-n—

a-s-l-e-e-p." Allow your subject to sleep some time before giving him any suggestions for ailments or habits.

To Hypnotize a Group.

Several persons can also be hypnotized at one time by using the same method required to hypnotize one. Simply command them to gaze continually at some object—something bright is best—and make the usual suggestions to bring about sleep. Any number of persons can thus be influenced at one time. You can also awaken them all at one time by using the same method required to wake one singly.

The susceptibility of the subject is an important factor in the time taken to induce the hypnotic condition. The usual time required to hypnotize the majority of people varies from fifty seconds to four minutes. Some cases, of course, present greater difficulty, and several attempts are found necessary before success is attained.

Many people think it is a sign of a weak will to yield readily to Hypnotism, and that it is a sign of strong character to resist. Both views are equally erroneous. Persons of strong character often fall asleep at the first trial, while on the other hand hysterical people with very little will-power are generally difficult to influence. Men are as easily hypnotized as women. Imaginative persons and those who sleep very soundly, are generally easily hypnotized.

The Confident Plan.

Another method equally effective and very similar to the one already given is the following :

Place your subject in an easy, natural attitude, one that will be conducive of sleep. Give him to understand by your

easy confident manner that you are master of the situation That you understand your business, and that you are confident of success. Do not give your subject any cause to doubt that the experiment will be successful in every particular. Never say, "I will see what I can do." Give him the impression that you know what you can do and there is no chance of failure. If you should fail, let the subject feel that it is his fault and not yours. If this is done, the fact that you failed at first would not prevent the next attempt being successful. Now to business. Walk up to the subject, looking him over critically, rub your hands together a little, put his hands and arms in an easy position, stroke his forehead slightly, brush his hair back a little, look directly at his right eye and say: "I am now going to put you in a condition of quite sleep, and that you may the more readily yield, please relax every muscle and assume a passive, indifferent condition of mind and body. Let yourself go, perfectly relaxed and easy all over. Imagine that you are lying down for a quiet sleep, just as you do when you retire at night. Look directly in my eye every moment, while I look at yours. Let nothing divert your attention. Look constantly at my right eye and listen attentively to what I say." Then say: "You are getting sleepy, relax every muscle and make yourself just as easy and lax and limp as possible. You feel easy and comfortable. A drowsy feeling comes over you. Your eyes are getting tired. You feel so sleepy, sleepy. Your eyes are beginning to wink; the lids are getting heavy, heavy, heavy. You are sleepy, sleepy. You are feeling calm. You are at rest. Sleep is coming. You are drowsy. Your eyelids are heavy. You can hardly keep your eyes open. You are sleepy, sleepy. Your eyelids are heavy, heavy, closing, closing. Your eyes are closing, closing. You can not keep them open. Closing, closing, closing, closed. Sleepy, sleepy, asleep, soundly asleep, soundly asleep from head to foot."

Repeat this formula of words over and over, and vary it to meet the conditions as they develop. When you see that the subject's eyes are getting tired, watery and heavy, make downward passes with your hands over his face without touching it. As the eyes close, touch very gently the face with light passes. Press your fingers very gently on the closed eyes and the subject is sound asleep.

Dealing with Hard Cases.

If you have a hard subject and his eyes do not close, ask him to fix his gaze on the ends of your two fingers, held in a forked position a little above his eyes. Let him gaze at them for some time, you meanwhile saying: "Your eyelids are heavy. Your eyelids are heavy, heavy, heavy. You can not keep your eyes open," etc. Then very slowly lower your fingers and say: "Your eyelids are drowsy; you are so sleepy that you can no longer keep them open. You close your eyes; your eyes are closed tight and you can not open them. You close your eyes; you can hear only my voice; your eyes are closed tight and you can not open them; you sleep, sleep deeper, you have no desire to move, you feel so easy that you can not stir a muscle; you can not open your eyes."

In some cases the eyes may not close, although the subject looks and feels sleepy. In such cases as you repeat the formula, pass your hands over the face and gently close the eyes. Press upon them slightly, and he is sound asleep.

Some subjects are very susceptible; with others it may require a few sittings. On the other hand there are some vain individuals who are afterwards ashamed to have been hypnotized and who maintain that they have been simulating, although in reality they have been well hypnotized.

If the patient has only reached a light degree of sleep, say that "you have been influenced and will sleep better next time."

Many persons say, "Nobody can hypnotize me." This is but the foolish prattle of a child in presence of an unknown force. Only experiment can demonstrate whether a particular person be easily hypnotized or not. If he can be, it implies no weakness of nerve or brain, or mental or physical inferiority of any sort. If he can not be it does not prove strength of intellect or even of will, or the possession of any superior qualities of mind or body.

The World of Trance.

Hypnotized persons do not see any of the objects or people in the room except the operator, or hear anything except his voice. They can be made apparently cognizant of their surroundings only by having their attention especially called to them by the operator. Even then they generally see imaginary objects only. Their eyes are open and their sight appears to be entirely normal, but there is no co-ordination of the faculties. If you introduce "a gentleman" they treat him as such; if you introduce him as "a young person," they wonder whether he is a boy or a girl, and are liable to address him as either.

In the hypnotic condition all the affairs of ordinary life are forgotten; on the other hand, after awaking, the events of the hypnotic condition are forgotten. Further, in every subsequent period of hypnosis the events of the former similar periods are remembered. So a person who is habitually hypnotized has two continuous memories, one for the events of his normal life only when he is normal, and one for the events of his hypnotic period only when he is hypnotized.

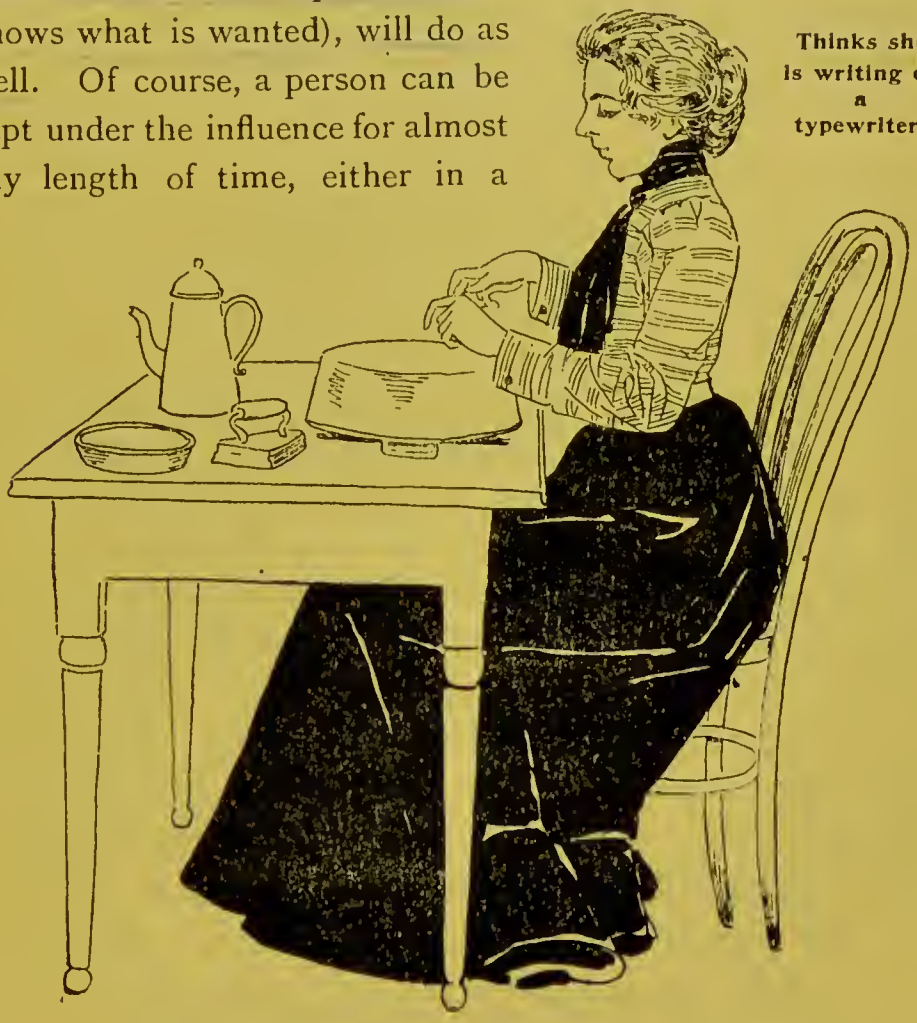
Handling the Subject.

But to return to our "subject," whom you have succeeded in hypnotizing and have awakened. You are now ready to go ahead and suggest any feat you may wish. Although your subject is apparently all right after you awaken him, yet he is not so in reality, for his will-power is still withdrawn from the direction of his thoughts so that your commands will exert their influence over him, and he will readily obey any suggestion you may make. The act of carrying out a suggestion or command will again throw him back into the hypnotic state. For example, if you suddenly point to his foot, and say, "Your shoe is on fire," he will believe it, and until he is awakened or assured that the fire is out he will make a very lively commotion.

A hypnotized person, as I have told you, can entertain but one idea at a time, and consequently, whatever suggestion is given him is seized upon with all the eagerness of a mind that is freed from the disturbing elements of a waking state. He will therefore devote all his energies toward the execution of any command you may give him, but no sooner is his attention directed into another channel or the infused idea dispatched by a word, a sign, or a look from the operator, than the potent charm by which he was enchained is at once dissolved. The effort to fulfil the supposed necessity immediately subsides, the most violent struggle with the assumed possibility comes to an end, and he appears to be himself again. You may thus lead him from the performance of one action to another without waking, or you may awaken him at the conclusion of each experiment.

After the subject has been hypnotized and awakened, he will, as I said before, be thrown back into the hypnotic condition automatically, so to speak, if told to carry out some suggestion,

or the subject may be again hypnotized before being asked to obey the suggestion. Remember, after a person has been once under the influence, he can again be hypnotized with perfect ease. The simple command, "Go to sleep," or a wave of the hand (provided he knows what is wanted), will do as well. Of course, a person can be kept under the influence for almost any length of time, either in a



Thinks she is writing on a typewriter.

sound sleep or occupied in performing experiments, but it is best to awaken him, say once every ten or fifteen minutes. Your judgment will guide you in this matter, as there are many times when the awakening of a subject will create as much amusement or astonishment as the performance he is made to go through while under the influence.

Phenomena of the Trance.

Nearly everybody is familiar, if only by report, with the ordinary phenomena of the hypnotic state. All muscular action can be prevented; deafness and blindness can be cured; the special senses can be suppressed so that the strongest ammonia can be held under the nostrils without the subject evincing any sign of discomfort. The proper suggestion being made, your subject will eat pepper and think it sugar, or eat a lump of soap under the impression that it is a piece of cake. Indeed, almost every sense and organic function of the body may be affected. Insensibility to pain is nearly always present, and can be increased by suggestion.

If the subject's arms be rotated, or his hands kept revolving around each other, they will continue to revolve or rotate. This again is due to an impression made on the subject, by virtue of which the result is precisely the same as if a verbal suggestion had been made to him. Various and strange automatic movements will be continued by the subject when they have been once started by the hypnotist, such, for instance, as rising from his chair and then sitting down, working the head backwards and forwards, opening and shutting the mouth, etc., etc. The subject will even continue to walk indefinitely, if he is properly started.

Some Wonderful Metamorphoses.

You can turn the subjects into children, and have them play school with infinite fun; you can transport them over the ocean to Africa or Japan where for a brief space they will enjoy all the delights of travel; you can make them participate in battles, in political campaigns, in exciting tirades, and sometimes Socrates, Moses or Confucius is introduced and

interviewed, the subject furnishing both questions and answers, in a curious dual action of the mind that is highly entertaining.

The subject may be made to believe that he is a dog, when he will go on all fours, barking and growling, and even attempting to bite strangers. As a pig he will wander about the room, grunting and snorting, and indeed, there is no end of the hallucinations and illusions which may be given to the subject.

Delusions of the Senses.

The hallucinations of sight are extremely various and interesting. The subject may be made to see some one who is not present, and, on the other hand, a person who is present may by suggestion be rendered invisible to the subject, although he may be within a few feet of him; or it may be suggested that some one in the room is another, and the subject will accept the illusion that the operator himself is some one else.

You may show the subject a perfectly blank piece of paper and suggest to him that it is a photograph. This piece may then be mingled with some fifty others of precisely the same shape, size and form. If they are given to the subject and he is told to find the photograph he will go through the pack until he comes to the one on which it was suggested he should find the photograph. This he at once identifies. In this way the subject will show an increased faculty of sight, which is indeed remarkable. The sense of hearing may be rendered abnormally acute by suggestions, so that the subject will be able to hear the ticking of a watch a considerable distance away, or even through a closed door. The sense of taste may be perverted to a remarkable degree, and the subject will readily devour a candle if told that it is a stick of candy. In the same way he may be told that some harmless substance,

such as water, is nauseous, and he will evince symptoms of the greatest disgust upon tasting it.

Many Hallucinations

Of the sense of smell are also possible, and a foul odour may be accepted as sweet; and the subject will complain bitterly, under the proper impression, of the horrible smell of a rose. If the subject is told to go into a sound sleep he may be made to dream if told to do so by the operator, and these dreams may be influenced in a peculiar manner; for instance, if a bottle of perfume is held under his nostrils he will perhaps dream that he is in a flower garden, or at any rate, his dreams will be connected in some way with flowers or sweet odours. The course of his dreams may, in this way, be directed into any channel, and if told to do so he will remember and afterwards describe them to you.

The subject may be made to exhibit different expressions on each side of his face at the same time, as, for instance, at the suggestion of the operator, the right side of his face will assume an expression of pleasure and the left side that of pain.

Another queer experiment is to suggest to the subject that to the right side of him a very laughable performance is taking place, and that on the left he will witness a scene calling for an expression of extreme sadness. If his head is then turned alternately from the right to the left he will laugh immoderately, or weep in turn, as he observes, in his imagination, first one picture and then the other.

Awakening the Subject.

If the hypnotized person be left to himself, the hypnotic sleep will, in the course of a few hours, pass into a normal sleep, from which he will in due time awake refreshed.

In all my experience I have never had any trouble in awaking the subject, and have never learned of one case where the operator was unable to easily remove the influence. I will now give a number of different methods of doing this, and they all work equally well.

When producing the hypnotic condition with the view of curing disease, it is always best to keep the subject free from anything of an exciting nature, and the following method should be used when the subject has been hypnotized for the purpose of being benefited by hypnotic suggestion. Whenever you are ready to arouse him, simply tell him that you are going to awake him very soon. This gives his mind preparation for the change—not that he would not awake at once if you should simply command him to do so, but I think it is best to give this notice.

I usually say: "Now I am going to wake you by counting three, and you will feel all right; no hallucinations or drowsiness will cling to you. Just as soon as I wake you, you will be your natural self and feeling splendid.

"Now, when I count three you will open your eyes and wake up, and you will be wide awake. Now, pay attention to me. Do you understand? All right. One, two, three—open your eyes—wake up!" The last words should be spoken in a quick, clear, decisive way. Be careful always to remove every trace of the influence in this way before restoring the subject to full consciousness. It is the plan always to be followed to give a healthful, strengthening suggestion after every experiment, so that your subject may get as much benefit from these experiments as your audience secures enjoyment.

Do not be alarmed if occasionally a subject who has been any length of time in a profound slumber seems to be drowsy and only half awake, as, after having been hypnotized a number

of times, some subjects preserve the tendency to go to sleep spontaneously. Some of them have hardly been awakened when they again fall into the same hypnotic sleep. Others fall asleep during the day. This tendency to auto-hypnotization may be repressed by suggestion. It is sufficient to state to the subject during sleep that when once awakened, he will be completely awake, and will not be able to go to sleep again involuntarily during the day.

It is not at all likely that your subjects will fail to become wide awake, but I give you these precautions in case you should need them, and I again repeat that there is absolutely no danger of failing to awaken the subject.

When producing the hypnotic condition for exhibition purposes, it is best to use other and more startling methods of awakening the subject. The most common method, and, I may add, the most effective method also, is to clap your hands near the subject's ear, and at the same time shout "All right!" This method will impress your audience much more than the others, and it is quite important that you should work on the credulity of the audience in this way, and also by making passes when bringing about the hypnotic condition, in order to secure a good reputation as a powerful operator. The majority of people imagine that the hypnotist is possessed of some power peculiar to himself with which he controls his subject, and in order to bring the performance up to their expectations and duly impress them with the wonderful power which you seemingly possess, it is necessary to use passes and startling methods of awaking the subject in order to heighten the effect of what would be too simple and ineffective if performed straightforwardly.

The subject will also awake by simply saying to him, "You are now awake," or "When I count three you will be wide awake," or you can command him to count ten and

tell him when he counts as far as five he will awaken, which he will do in every case, but he will keep on counting, however, until he counts ten.

Another way is to tell him to take a chair and that when he sits down he will be awake.

A Surprise on Awaking.

Now let your subject sit in a chair and say to him, placing your hand lightly on his forehead, as you stand behind his chair: "Roll your eyes up and look at me. So, you feel the strain on your eyes. They are getting heavy and want to close. They are closing now. Shut tight. Sleep. When you awake you will have a toothache—a bad one. You will not remember that I suggested that you would have this pain. You will from this time on go so soundly asleep that you will never remember on awaking anything I said to you while you were asleep. Your memory will be a perfect blank unless I say to you during your sleep, 'you will remember such and such a thing when you awake (then you will remember that thing and that thing only).' You will have a toothache when you awake, and it will be a bad one. I shall take it away by stroking your face twice with my finger. One, two, three, wide awake."

The subject will wake up smiling and feeling all right. While talking to him upon other matters you will notice that his expression will gradually change, not instantly, but gradually, showing that the suggestion has entered his consciousness by degrees. He suddenly draws his handkerchief from his pocket while his face changes now to one of agony, and he starts to pace up and down the room.

"What's the matter?" you say. "My tooth—it aches horribly," he replies.

It is hardly fair to let him suffer too long, and you therefore proceed in a little while to touch the place on his cheek twice with your finger, thus releasing him from the pain. Perhaps it seems to your audience a very strange thing that you can thus produce and relieve pain instantaneously, but they will not be so sceptical if you inform them that pain is always a cry transmitted from nerves to brain, and that you can create a pain by thus speakly directly to the brain of your subject with as much ease as you can relieve half the suffering of humanity by Hypnotism. When by suggestion you make the brain of a subject unconscious of pain, the pain is at an end as far as the subject is concerned, although the cause of the pain be still active.

Putting Harness on Pain.

To illustrate this point you take your subject and, by passing your hand over his eyes while he is sitting in a chair and saying, "Sleep quickly and sound," you put him to sleep; then you say positively, "You are dead to all sense of pain. You feel no pain whatever. You will feel me touching you but you will feel no pain; no pain; sleep soundly." Take a needle in your hand, pinch up the skin of his wrist and run the needle quickly through the fold of skin, saying, "No pain; you feel no pain whatever." You can hold up his arm to show the audience the needle running through the skin, and as you put the arm down say, "You will be surprised when you wake up to see that needle in your wrist, but it will not hurt you. Five minutes after you wake, however, it will pain you severely and you will have to be put asleep again to have the pain removed; one, two, three, wide awake." When the subject wakes he looks at his wrist, sees the needle, and wonders that it does not hurt. After talking for a while and just as his five minutes' grace

expires, he becomes uneasy, twists about, and complains that his wrist is hurting. The operator objects that the subject has previously said that the needle does not hurt him, but the subject protests volubly that the pain is very annoying and asks to be put to sleep to have it removed. The audience themselves can judge that there is no acting about this. The pain is real to the subject and very evident to the beholder. The operator then puts the subject to sleep by a wave of his hand, and the word "Sleep," and withdrawing the needle removes the pain, suggesting when he wakes the subject will have forgotten the whole occurrence. "There is no pain here," says the operator touching the wrist, "and there never was any pain there. You will have forgotten when you awake that you ever had a needle in your wrist." On waking, the subject declares that he is all right, did not remember having a pain in his wrist, and feels of course no pain. This is a very good opportunity for you to point out to your audience the curative possibilities of Hypnotism, explaining that you have demonstrated in two experiences the production and removal of pain by mental methods.

You may go so far as to state positively that there is no pain, even that of the most severe surgical operations, or the pains of child-birth, which can not be prevented by hypnotic suggestion. Although you have already made use of post-hypnotic suggestion in several of these experiments, I think it best to enter here on a distinct consideration of that subject, since you must understand fully the difference between a hypnotic suggestion and a post-hypnotic suggestion. Many operators make a great parade of teaching their students how to instantaneously hypnotize a person or a roomful of persons by a mere wave of the hand. I am bound to tell you that these claims have not to do with new subjects, or strangers, but with old subjects who are simply fulfilling a mere post-hypnotic

suggestion in thus going to sleep. There are means of instantaneously hypnotizing persons which we shall come to presently that are absolutely unknown to the average professor of Hypnotism.

On Post-Hypnotic Suggestion.

When you say to your subject, as in the toothache experiment, "You will have a toothache five minutes after you wake," you have made use of a suggestion which is to take effect *after* the hypnosis, in other words, a post-hypnotic suggestion. You can use this form of suggestion on your subject just as soon as you find that you can prevent him from remembering what you have said during hypnosis, as in the experiment referred to. *Just as soon as you have control of his memory* a post-hypnotic suggestion will hold good to be carried out a week or a month hence. For instance, to illustrate the wonderful possibilities of this method, you put your subject to sleep and say, "To-day is Saturday; one week from to-day, at 7 o'clock in the evening, you will leave your work, or whatever you may be doing, and come quickly to this house. You will hear me calling you, and you will come at once in spite of all opposition. You will not remember that I told you to come." That is the manner in which you present a post-hypnotic suggestion. You may rely upon it that though you should forget the hour or the experiment yourself, your subject will appear before you in haste at the appointed time. After giving a post-hypnotic suggestion I always allow my subject to sleep for five minutes without giving him any further suggestions; this allows the suggestion good time to sink deeply into his sub-consciousness, and fade entirely from the waking memory. When your subject carries out a post-hypnotic suggestion readily, you have secured in him a sufficient degree of concentration to develop

along the lines of the higher phenomena of Telepathy, Thought-transference and Clairvoyance.

Some Higher Phenomena.

You put him into a comfortable chair and send him sound asleep, tell him to go into a profound sleep. Then you say: "You will be able to see things clearly which are happening at a distance. You will be able to see people and things, describe houses and localities, and report conversations. You will receive mental communications from me, and from others if I say so, and you will be able to speak aloud to describe the things you see. You will be able to talk clearly when you are asleep. Now I am going to send you to a distance to my home. You are leaving here, and travelling quickly through space, and now you stop before a house which you see clearly. I want you to describe it to me." Always try the subject first on an experiment of this kind, the details of which are very clear in your own mind. This is merely Telepathy, that is to say, he will give you a description of the house which tallies exactly with what you remember of the house. Or you ask him to tell you the time of day, and he will tell you the time by your watch. In this case he draws the information from your mind. But there is a stage beyond this which practice will develop in him in which he will roam to any distance and will tell you many things you know nothing of, and describe many things which are unfamiliar to you. He will occasionally affirm that certain things are happening in a distant state and this is Clairvoyance or the Independent Vision of Sub-consciousness. This is the highest phase of hypnotic phenomena yet known, and one that must be led up to by degrees. All good subjects are capable of attaining to clairvoyance if they are not hurried too fast along the route. The time spent in developing a subject from the first experiment in clairvoyance may vary

from two weeks to one month of daily sittings. Now let us go back to the ordinary phenomena of Somnambulism, or that hypnotic state which you see most frequently displayed in stage work.

Stage Demonstrations.

Begin by putting your subject sound asleep. Then rub the back of his head gently with your hand while you say to him something like this:

"It is a very warm day. You are sitting beside a fishing pool. You feel that you would like to go fishing. You would rather fish than eat any day. You have brought your fishing rod with you. Here it is. Sit up and hold it tight." At this point you may give him a broom, or a stick of some kind to represent a fishing rod. He will sit up and open his eyes lazily while he looks at the stick in his hand. Then continue: "That is your fishing rod—there is your bait beside you. There is the water in front of you. You are going to have a fine morning's fishing. You had better bait your hook well for the fish are going to bite." He will now begin to fumble with his line, an imaginary line, of course, and carefully attach an invisible worm to an invisible hook, make a cast with his stick and gravely watch the carpet in front of him for a sign of a bite.

Now you must prompt him by carrying on the events that are transpiring, thus: "Ah, the fish are going to bite well to-day. That was a bite; no, a false alarm. Mind your line now. Here he comes—a monster. Yes, he has swallowed the bait. Strike quick, now. Don't let him get away. Take care, you are losing your balance. You are falling into the water. Catch the fish. Dive for it. Don't let it get away." In much excitement your subject will drop his stick and plunge on the floor, grabbing an imaginary fish in his arms and striking out with his legs in the act of swimming. This

whole scene is very real to him because he is in the state of somnambulism, the dream state. He has really been acting a part in a vivid dream. The room has faded from his consciousness, and he saw only those things as real that you suggested. You had induced in him hallucinations and illusions. This is somnambulism. Now you tell him to get up from the floor, that the water has all dried up and he is on firm ground, and, passing your hand over his forehead, say: "You are getting quite calm now; all excitement has disappeared. Your pulse is quiet. Your breathing is easy. You are in a deep sleep standing on your feet."

Card-Finding Extraordinary.

Now here is a very good experiment to try in front of an audience. Ask someone present to give you a pack of cards; one that has never been opened. From this pack ask any person in the audience to choose one card and lay it, back uppermost, upon the top of the pack. Now hold the pack in your one hand in full view of the audience, that they may see you use no sleight-of-hand work here, and bring the pack before the eye of your somnambulist, with the marked card on top. Say to him: "Open your eyes and look closely at this photograph. You will not forget it. Describe it. It is a photo of a friend of yours. Describe the photo." He will then describe the photo which he sees on the back of the card. You say, "Very good, don't forget this picture. If you see it in an hour or a week hence you will be able to select it at once from all these other pictures. You will pick it out at once. Sleep." His eyes close again and you hand the pack back to your audience, saying: "Be so good as to divide this pack into four in order to shorten the experiment, and after shuffling the quarter that

contains the marked card hand that quarter of the pack back to me again, backs uppermost, and from that lot of cards the subject will select the portrait of his friend, in other words, the marked card." Now you can hand the cards returned to you to your subject, and tell him to give you quickly the portrait of his friend, and he will pick out from the pack of cards that one which you had impressed on his mind as his friend's picture. This feat always creates a marked impression upon an audience and is naturally interesting, since, as everyone knows, the backs of a pack of cards seem to be one exactly the same as another.

A Bunch of Illusions.

You may say to your subject while he is in this condition, "You are hot," and he will perspire. You may say, "You are cold," and he will button up his coat and shiver. You may induce catalepsy at a word by saying, "You are rigid from head to foot," and he will be as stiff as a poker. You can raise his arm, bend it and say, "Stay there," and it will remain uplifted without any tremor. You can pick up one leg while he sits in a chair, crook it at the knee, and say, "Stay there," and it will remain so for a long time. You can perform a feat which seems on its face impossible and which few operators know can be performed. You can make the pulse beat slow in one wrist and fast in the other. Now any physician will tell you that in order to accomplish this your subject must have two hearts, but I tell you that it can be done and that you will be able to produce this phenomenon in two subjects out of three. Your plan of procedure is as follows: You first induce catalepsy, and give suggestions that the patient is growing cold all over and that the pulse is slowing down, slowing down, etc., until you get a very slow heart beat. Then you say, stroking the right arm,

"This arm remains cold and rigid, but all the rest of the body grows warm now; the heart beats strongly, the pulse becomes quick in all but the right arm, that remains dead." In this way you will make a difference between the two pulses of twelve to fifteen beats per minute. It is very strange also, the power which you possess over your subject's special sense, of which I give you a few more illustrative experiments.

The Senses Topsy Turvy.

Having your subject asleep in a chair you say to him, holding a piece of tallow candle in your hand, "I have here a piece of delicious sugar candy; you will eat this and enjoy it. The only objection which you will make is that it is too sweet. Take it in your hand and eat it." The subject does as he is told, avowing when questioned that the article he is consuming with evident relish is a piece of sugar candy, but rather too sweet for his palate. You can take away the sweet taste for him by handing him a spoonful of pepper, telling him that it is powdered chocolate and saying that it will cool his mouth at the same time. In the same way you can give him ammonia and tell him that it is a rare and delicious scent, and he will snuff it into his nostrils with evident pleasure, and let go the bottle with reluctance when you take it away from him. Yet this same bottle of ammonia if given to the subject when he is awake will bring tears to his eyes, and cause him to choke if he holds it anywhere near his nose.

Every organ of sense, touch, taste, hearing, smell, sight can be prevented during somnambulism, and either inhibited altogether, as when you say to your subject, "You taste nothing; you see nothing; you hear nothing; you smell nothing"; or altered, as when you say, "You will not hear my voice speaking to you; you will hear the voice of a child in a shrill treble"; or, "You will not smell anything

disagreeable in this bottle, you will smell a sweet, pleasant odour"; when you have in truth handed him the ammonia bottle. This is what we call inducing hallucinations and illusions of the special senses. When you change through his sense of smell his conception of a bunch of roses into a conception of a cabbage, you have induced an illusion; but if you say, making a pass in the air over his empty hand, "Now you hold in your hand a bouquet of violets, fresh plucked and covered with dew, smell them, exquisite perfume." Then, when he raises his empty hand to his nose to smell the violets, you have induced hallucinations. You must get the distinction well in your mind. An illusion is more easily induced than a hallucination, and it is sometimes necessary to repeat your suggestions for hallucination several times before the mind of the subject creates the object suggested.

Healing in Ordinary Sleep.

At this point I may briefly inform you how to produce and to remove pain by talking to a person during the natural sleep. This is something that is not widely known at present, but it is a scientific fact, and such troubles as rheumatism and dyspepsia, and such habits as the tobacco habit, the liquor habit, and the morphine habit, have been absolutely cured by strengthening suggestions given during natural sleep. If you say anything of this method of treatment to the stranger he will probably smile at your innocence, but just for experience take hold of a case of enuresis, or bed-wetting, in a child, and watch how quickly you will break that habit in the little one. Parents should be strongly instructed in this branch of Hypnotism, that they may know how to break bad habits and correct faults in their children without the latter knowing any thing about it. In order to apply this treatment during natural sleep, the operator should

begin talking very quietly to the sleeper, and gradually raise his voice to an ordinary tone, being careful to desist altogether if the sleeper wakes. Gradually he will so accustom the sleeper to the act of being spoken to, that the latter will answer without waking, and will even enter into long conversations on private matters. Then is the time that a suggestion for the cure of the bad habit will be effective. I have cured Rheumatism, St. Vitus Dance, Bad Temper, Stammering, Biting the Nails, Tobacco, Liquor and Morphine habits, with no other agent than suggestion during sleep, and yet this process is almost unknown save to a handful of people who work along these lines. Physicians are perhaps more ignorant of the power of the sleeping mind to cure diseases than even the general public.

A Reserve Stock.

Now let us add in a few more methods of Hypnotizing :—

First, *my own original instantaneous method :* Use this only in stage work, because in order to make this successful, your subject must be greatly impressed with his surroundings, he must have seen with his own eyes how you caused your subjects to do just as you pleased, and he will therefore be in a receptive frame of mind. Call for volunteers, and as soon as one comes to the platform, before he even puts foot on the stage, reach your left hand down as if to help him up the steps. Bring this hand sharply against the back of his neck. Now as he mounts the two or three stairs which will finally bring him upon the stage, just as he takes the last step, bring your open right hand against his chin, throwing back the head suddenly. It will not seem to the audience that you are using very rough methods, although of course you will be careful not to use this method with a woman. Now the effect of this process is in very mild degree the same as the effect of a "knock out"

blow in the ring. It dazes the subject. He is afraid of you, and he does not remember or know anything for the time being. You have caught him off guard, and just for a moment his mind is a blank to receive your suggestion. Now you say quickly and sternly, "You are going to sleep for me quick, right away. Sleep now, close your eyes, sleep." In nine cases out of ten you will put your man into somnambulism at once. This is an absolutely original method, which is known to only one operator besides myself.

Another method which I have found very useful in difficult subjects is to rotate their heads for a long while as they sit in the chair, telling them at the same time as I stand in front of them, to keep their eyes fixed on mine. In ten or twelve minutes, as a rule, the eyes of the most difficult of them become fixed, and they can then be put to sleep like the rest.

Another method: Tell your subject to close his eyes tightly, and direct his eyes under the lids across each other to the point of the nose, producing a squint, a strabismus. This induces fatigue of the eyes, a strain on the nerve, and sometimes sleep follows quickly. Again: Stand before your subject and hold the extended forefinger of your right hand above his eyes so that they converge slightly.

Tell him to follow your finger closely with his eyes. Now move your finger slowly in circles of about one foot in diameter, at the same time suggesting quietly from time to time that his eyes are getting heavy, etc.

Another method: Put your subject on a couch and fold his hands across his chest. Place a silver coin in his hands, or some bright object so that his eyes are nearly closed as he looks at it. Tell him on no account to close his eyes altogether until he feels that he is compelled to, tell him to so nearly close them that he can only just distinguish the shine of the coin. In this way he will pass into a sound sleep in fifteen

minutes or less. The effort of preventing his eyes from closing being in fact a potent suggestion in itself.

Another method: Put your subject in a chair and tell him to close his eyes. Now direct that he roll his eyes upwards *under the lids* as far as possible, at the same time you press your finger between his eyebrows to assist him. Tell him to keep his eyes rolled up. In this way you induce a strain of the nerve of the eye and there follows a feeling of fatigue and drowsiness which may be deepened into sleep.

Hypnotizing at a Distance.

To hypnotize by post, telephone or telegraph, you must always use post-hypnotic suggestion. Suggest to your subject while hypnotized that should he be at some distant point and receive a letter, telephone or telegraph message from you commanding sleep, he will become instantly hypnotized. It is well, in this case, to inform the subject that he will awaken voluntarily after having been under the hypnotic influence a short time. It is unlikely that you will have occasion to use these methods to any great extent, but it will create a good deal of astonishment among your friends if you should give your subject a post-hypnotic suggestion of this character, then send him to another town and hypnotize him by telephone or telegraph. Then, too, if you use this method of hypnotizing at a distance it will create a very good impression in your vicinity in regard to your ability as a hypnotic operator.

I would say, however, that in any of these performances, which are brought about by post-hypnotic suggestion, it is always best to use for experiment one of your subjects whom you have repeatedly hypnotized, and who you can be perfectly confident will obey your suggestions readily and surely.

How You May Benefit.

As a method of securing the affection and goodwill of another, post-hypnotic suggestion stands unrivalled. Remember that any suggestion that you may make to your subject may be made to that effect after the subject has awakened. Therefore, when once you have succeeded in hypnotizing a person by any of the methods previously given here, you have absolute control over that person ever afterwards.

A person who for some reason dislikes you, can be made to think well of you if a suggestion to that effect is made to him while under the influence. If you wish to win the affections of another you have simply to secure their consent to be hypnotized and then give them the suggestion that when they awake they will have an affection for you that nothing can sever. It is not necessary for me to go into tiresome details in this connection, as you will, after a small amount of practice, be able to bring about any event or influence desired.

A very effective feat that can be brought about through hypnotic suggestion is one in which, while giving an exhibition (either public or private), you will be able to point your finger at a person in the audience who will instantly fall under your influence and rush toward you with great rapidity. In the light of what I have just told you, you will no doubt readily surmise that this feat is accomplished by first giving the subject the suggestion (while in a state of previous hypnosis) that when your finger is pointed in his direction he will become hypnotized and rush toward you. In giving him this suggestion it is well to tell him also that he will be at the place of entertainment at such and such a time. This will also ensure his attendance.

Aside from the many wonderful and beneficial results to be obtained from an intelligent use of post-hypnotic suggestion, many results of the most ridiculous and amusing nature may

also be produced. If, for instance, you suggest to your subject that on the following day at dinner time he will wear his hat during the meal, he will insist on doing so, much to the amusement of those present. By post-hypnotic suggestion you can compel your subject to be at a certain place at any time desired, and he will not have the slightest knowledge of what impelled him to be there.

Cure of Disease or Evil Habits.

It is also through the post-hypnotic suggestion that diseases are cured and bad habits corrected. As a therapeutic agent Hypnotism stands without parallel. It is more wonderful than surgery, more subtle in its influence than drugs, and permeates every part of the physical life of the patient. The hypnotic influence as a curative agent is wonderfully simple in its application and tremenduously effective in its results. The person who understands Hypnotism can be of untold benefit to his suffering friends and neighbours. To cure disease, you simply place your patient under hypnotic influence and suggest to him that he is feeling better, that his pain has left him, and that when he awakens he will be in better health.

No set form of suggestion should be used, but suit the words to the individual case. The next time you go through the same process, and a permanent cure will ultimately be effected.

The patient is put to sleep by means of suggestion—that is, by making the idea of sleep penetrate his mind. He is treated by means of suggestion—that is, by making the idea of cure penetrate his mind. It is only necessary to make the subject believe that his disease (which in many cases is only imaginary) no longer exists, or that it will disappear, that the pain will vanish, that his strength will increase, and his appetite will be restored. We profit by the special condition of

receptivity of the brain created by hypnosis. That is, while a person is under the hypnotic influence the brain becomes plastic, so to speak, and if the idea of improvement be suggested, the brain will seize upon it and transform the idea into reality. Therefore it is not necessary for me to go into details in regard to curing diseases and bad habits. The same general method outlined above is pursued in all cases. You have only to put your subject into a sound hypnotic sleep, and then by means of suggestion you can bring about the cure.

As to the permanency of cures by suggestion, Dr. H. G. Petersen, a physician of note, says:

"There is no objection so weak and void of sense as that which accuses suggestive therapeutics of not making absolute and durable cures."

Dr. Petersen points out the fact that no absolute cures are effected in cases of chronic disease by means of drugs, because, by their use, the patient's power of resistance is decreased; whereas, with the suggestive treatment it is increased. At the end of a course of treatment by suggestion the strength of will of a patient is so exalted that he is securely fortified against future attacks of his old condition.

Hypnotic treatment is a money saver.

In the first place, suggestion may be employed to relieve many attending symptoms of a sickness, acute or chronic, for which ordinarily drugs would have to be prescribed.

Again, everybody may enjoy the knowledge and use of this wonderful curative agent; whereas, after taking other treatments you are not one whit the wiser as to how and why you were cured, or how to remain so; we doctors of suggestive Hypnotism teach all our patients the power and principles of auto-suggestion, how of themselves to retain their health when their old condition threatens to return. This in itself is worth more to a patient than is any course of treatment.

Judging from the foregoing facts, any patient suffering a functional or nervous disease, or habit, may place himself in the hands of an operator of suggestive Hypnotism with every assurance that the needs of his case will be well attended to. No point is overlooked. The patient suffering from a mental cause may expect to have such remedied; as well may that one ill from a physical cause expect proper treatment of the same.

Maladies that Yield to Hypnotism.

All diseases of the nervous system are readily amenable to suggestion, and as this class of diseases are the most difficult to cure by medicine, Hypnotism will indeed prove of great value to those affected with them. Toothache, headache, neuralgia, rheumatism, sleeplessness, epilepsy and hysteria are cured through hypnotism when all other means fail. Bad habits of all kinds yield readily to this marvellous influence. It is especially valuable in drunkenness and the tobacco and opium habits in all their forms. The same method used to cure diseases is also utilised in curing bad habits. After placing your subject under the hypnotic influence you suggest very earnestly to him that on awaking his desire for stimulants will be entirely removed, and that the sight of liquor and tobacco (or whatever his failing may be) will actually disgust him. This process should be repeated every twenty-four hours for the first week and after that once in three or four days will be sufficient. In some cases one treatment only will be necessary to effect a cure.

Remember, that all bad habits of whatever nature may be permanently cured in this manner.

Stammering may be cured more quickly through suggestion than in any other way. Hypnotize the patient and impress upon him that when he is awakened he will have no difficulty in speaking as freely and easily as other persons. As in all other cases, several treatments may be necessary, but a decided

improvement will be noticed from the start, and a permanent cure be ultimately effected. A person may also, by a word from the hypnotist, be made insensible to pain, and surgical operations may be performed, teeth extracted, etc., etc., with no inconvenience to the patient.

Briefly, the diseases in which Hypnotism has proved to be of service are the following: Hysteria, or all forms of imaginary ailments and diseases, alcoholism, morphine and cocaine habits, stammering, sciatica and all forms of neuralgia, sick headache, rheumatism, vicious habits, bad temper, St. Vitus' dance, epilepsy, nervous dyspepsia, constipation, paralysis, locomotor ataxia, insomnia, deranged conditions of the circulation of the blood, and monomania.

Hypnotism not Dangerous.

In regard to the dangers that are said to be connected with the bringing about of the hypnotic condition, I will say that they are far from being as great as ignorant persons claim. A careful search of our hypnotic literature has failed to show that any serious consequences have followed immediately upon the hypnotic state. Many articles of a sensational character have appeared from time to time in the papers referring to the danger of Hypnotism when practised by unscrupulous parties, and while it can not be denied that there may be, at times, some reasons for anxiety, yet in general this matter has been greatly exaggerated. The act of hypnotizing a person does not change his moral character. If one in the normal condition is an honest and upright person, he will also be so during the sleep, and just as it is impossible to induce honest people to do anything wrong in the normal condition, so, exactly, is the case during the hypnotic sleep, as the character and moral power is the same. To those who are anxious that no misunderstanding should occur, there is this

safeguard: always have a third person present during hypnotic experiments.

It is believed by many that the hypnotic state is likely to weaken and paralyze the will of the subject. Other persons will object to being hypnotized, because, as they express it, they are "afraid of losing their wills," and becoming the dupes of unscrupulous persons. It has been proven, however, that there is no danger of this. Hypnotism will not render a person less capable of exercising his will when he is relieved from the hypnotic trance; nor does it increase in any way his susceptibility to ordinary suggestions made in ordinary conversation. Another thing that often prevents people from attempting to learn this art is the fear of being unable to release the influence. As I have said before, there is absolutely no danger of this, and even should your subject fail to awaken there is no cause whatever for alarm, as he would sleep off the influence in a few hours.

Leading to Prosperity.

A knowledge of Hypnotism and the power of suggestion will be of great advantage to you in the ordinary social and business events of life. To illustrate: Supposing two business men come together. One, without the other having the least idea of it, is studying the weak points of his associate. The stronger and more intelligent of the two will eventually bring the other to look upon a subject as he desires, and finally submit to his wishes. This, then, is suggestion with hypnotic influence, though the person is perfectly awake. If you make it a point to do so, you can make your influence felt upon those about you to such an extent as to advance yourself in numberless ways.

You will readily see how this practice of mental suggestion, when you have perfected yourself in its application, can

be applied in business, and can be made of the greatest service in influencing those about you without their being aware that anything is being done. As a rule, it is best that they should not be told of what you are doing, as they might oppose themselves flatly to the influence and so make it more difficult for you to reach them.

Auto-Suggestion.

The practice of transmitting messages to others will give you the key to what we call the practice of auto-suggestion, and will show you how you may put your positive force of suggestion to your own advantage in strengthening your purposes, reforming your habits, and elevating your tastes. The key to success in this line is concentration, and you will find that to help yourself by your own suggestion you must first secure your own attention or concentrate your mind. Proceed exactly as if you were giving suggestions to some one else. Seat yourself in a comfortable chair, give yourself the suggestion that your eyes are heavy and will not open: then proceed to give yourself forcible and positive suggestions directed against the trouble whatever it may be. If you have the house to yourself, it is better to make these suggestions aloud. They will more deeply impress you. But they are also impressive when made silently. Treat yourself exactly as you would treat a patient who came to you. The power of auto-suggestion is a wonderful thing, as you will find after you have made conscious use of it for a few months. It is the force that shapes the will. It is the power behind the throne.

Personal Magnetism.

Quite another kind of influence, but one that may become greatly tributary to your success in life, is that which we know

by the name of personal magnetism. This is a controlling force that is easier to recognize than it is to define. It is inherent in all human beings and entirely capable of cultivation, but is naturally manifested in some to such a degree that we inevitably call them "magnetic" men or women. They attract others to themselves and to their interests. They influence opinions more easily by their mere preference than the majority could do by argument. They control minds. They create friendships of unswerving loyalty. They win hearts. And all this they accomplish in a subtle, quiet and seemingly unconscious way, even with inferior personal attractions and mental gifts than the average.

History is starred all over with the successes of these remarkable characters. Mirabeau was the very thunderbolt of the French Revolution and yet was a man of phenomenal ugliness. Madame de Stael was a pet of half the courts of Europe, but frankly admitted her own extreme homeliness. Abraham Lincoln, the gaunt and awkward rail-splitter, won the most fervent allegiance of all who came in contact with him. All these were leaders among men, and the secret of their power over others is not referable to external gifts but to the covert influence of Personal Magnetism.

Soldiers like the first Napoleon, orators such as Daniel Webster, patriots like Andrew Hofer, society favourites, popular lawyers, labour leaders, and all that class of individuals who draw the multitude to their ideals, accomplish it chiefly by Personal Magnetism. And in the quieter walks of life the physician, salesman, teacher, merchant, or other individual who wins most success in contact with the world, will surely be found possessed of the same seductive gift.

What does it consist in? How shall it be cultivated? are the questions that concern all who seek the certain way to position and prosperity. These are both hard questions and

their solution depends largely on intuition and observation. Cultivate your own sympathies and study the ways of successful people. Try to fathom in each case the secret of their domination. One scientist claims that it is due to latent vitality, to the reserve of bodily vigour and high animal spirits. This is the force that should be stored away in our bodies together with the force generated by eating nutritious food and taking proper exercise. It is a reserve power that stands us in need at the most trying time. It is the power that is felt not seen. It is the power that keeps us from getting tired because it is a strong element in vital economy and that gives one strong animal magnetism. All human magnetism is personal, but all personal magnetism is not attractive. Animal magnetism may attract or detract, compel or repel; it depends on the animal (man). If he is a soulful man he has a Personal Magnetism that radiates an influence for good; he carries sunshine within him that is not wholly dependent upon the sunshine without. Its rays penetrate the darkest corners of human life and often shed so effulgent a light as to turn many a garden of Gethsemane into the very gateway of paradise. To cultivate and to husband this vital energy, and along with it the mental quality of earnestness, is the best way to nourish Personal Magnetism. Energy and earnestness are the true conquerors in the battle for success. All men can see them and all are magnetized by them.

Animal, or Vital, Magnetism.

The subject of this section, either as a science or art, is one on which the learned world is much divided. My Course of Lessons would not be complete, however, if I did not impart to you its leading facts and methods. You will thus be able to form your own judgment and make intelligent choice as between it and Hypnotism. For the better

understanding of it you will also get some light from recent scientific history.

When Mesmer first came into notice as a healer, his cures were performed by stroking the diseased bodies with artificial magnets. After a time he was enabled to produce the same results without the magnets, his theory now being that the magnetic fluid pervaded the entire universe, but is most active of all in the nervous system of man and may be used by one person to obtain powerful control over another.

From this supposition came the name of Animal Magnetism. Many of the phenomena it displayed were similar, though inferior in kind, to what I have described in my lessons on modern Hypnotism.

After the discoverer's death, in 1815, it went by the name of Mesmerism, and some of his followers who practised it found that they could realise more varied and wondrous effects on first putting their subjects into sleep by gentle manipulations or passes.

Thus Mesmerism continued, chiefly as a scientific curiosity, until it was taken up with vigour about 1840, by Dr. Braid, of Manchester, England. This gentleman ascertained that the mesmeric sleep could be induced without any passes or manipulations whatever, as by gazing on a glittering object, etc., and so he discarded the theory of the fluid, or emanation from the mesmerist, and urged that there was no such thing as personal magnetism at all. It was Dr. Braid who gave this class of phenomena the name of Hypnotism, his idea being that the induced sleep was their essential and characteristic condition. While many investigators followed up Dr. Braid's new lead, and the science of Hypnotism was shaping itself by the most startling phenomena, as I have unfolded in this lesson course, there were still a number of operators who clung to the mesmeric principle of Animal Magnetism. Down to the

present day, too, they have been enabled to show to the world a succession of proofs in its favour and to call forth a series of results and cures as like those of Hypnotism as to suggest an identity. Meanwhile, Hypnotism itself has been gradually realizing that most of its phenomena can be created without trance or sleep by the simpler means of mental suggestion. Either there are two distinct sciences both correct in their data, or there is some underlying principle as yet undiscovered that rules the entire field. But I consider it my province here to give practical instruction rather than discussions, and shall therefore confine myself to stating the usual methods of the school of Animal Magnetism. I shall assume you are a believer in the doctrine that each individual is a charged magnet, and that he who cultivates his own stock of magnetism has power to impart it to others less vigorous than himself, and thus control their faculties and sensations.

The System of Passes.

This is done by "passes" with the hands, the fluid going out from the finger tips of the magnetist into the body of his subject or patient. There are the full length or "long" passes, which begin at the top of the head and end at the toes; the "relief" pass, which begins at the head and terminates at any part of the body, chiefly used as a rest from the strain of the long pass; a "local" or short pass, which is explained by its title, and a "focused magnetism" pass, which is a tremulous motion of the fingers applied at a given centre, such as, for instance, to magnetize the eye, heart, or a limb joint. These various passes are used singly or alternately according to the measure of control desired or the bodily trouble to be remedied.

Before using any of the passes it is found desirable to make "magnetic contact" by ordering the subject to close his

eyes and concentrate his thoughts on the magnetizer, or in a case of disease on the particular organ or part which it is sought to heal.

Up to this point the control obtained over the subject is purely physical, but it may next be developed by additional passes over the brain to a complete mental subjection, and thence, if desired, to the conditions of sleep, lethargy, somnambulism and other states with which Hypnotism has familiarized us. For the more perfect mastery of mental forces the magnetist should make head passes on the basis of phrenological development.

It would be an offence to your intelligence to offer further detail on this subject. When you have produced conditions resembling those of hypnosis you will control and direct your subject in the same general way, only using the manual passes to magnetize or demagnetize him, as the situation may require. The pass to demagnetize or remove the surplus fluid is simply a reverse motion to that which you employed in the first instance.

Telepathy.

Telepathy is the science of mental communication. To transmit your thought to another requires the power of concentration on your part, and of receptiveness or sensitiveness on his. Practice here is very essential, because it will be found that although at first your experiments are flat failures, with practice you get a fair percentage of successful results, and later on, when you have by repeated trials fully established the condition of sympathy between yourself and your subject, you will have a long series of unbroken successes. It is best for you as an operator, to give your whole attention to *transmitting* thought at first, not receiving it, for two reasons:

First, because after you have learned to transmit your thought to another it will not be difficult for you to put yourself in a passive frame of mind and receive messages; next, because it is most important that you should practise being positive; remember that you are the operator; this line of practice will also make you a successful business man. The secret of success is positiveness. Where you lead others will follow. To teach yourself how to project your thought upon others, begin practice in concentration with some simple exercise, such as sitting in a chair for half an hour, and picturing—note this word "picturing"—the face of some one you love, feature by feature. Do not knit your brows, or excite yourself in any way. Simply call up in your memory your friend's face; then close your eyes, and proceed to "paint" that face before you in the darkness little by little. At first perhaps you will get no results, for when you have a forehead or a mouth, as you think, fixed, they fade away again before you get the whole face so complete that it stands out before your closed eyes like a living photograph. But you must not leave this exercise (practising every morning when the mind is clearest, and half an hour at night) until you can without effort call up a friend's face to you out of the darkness in its completeness.

Now you have acquired the art of visualizing. From this you proceed to transmission of thought.

It is strange that there is no conscious effort in this transmission of thought. There is no consciousness of doing any hard thinking. You take some simple sentence in your mind, such as, "I wish to see you to-morrow." Call up your friend's face and say to it mentally, once or twice, just as if you were speaking aloud, "I wish to see you to-morrow." "You will come to me." Keep your mental eye fixed upon the face before you for a little bit, say five minutes, and as it

fades out you will see in its place boldly written the message you sent. You will not see the answer to the message. That will not come to you for a long, long time. You are practising only the sending of messages, which is best for the first year. You will see in bold writing and color the message you sent, word for word. When you see that, you may know that your message is delivered to the party you wish to reach. I do not pretend to explain this. I only say that it has never failed with me, and I take this appearance of the writing as a sign that in some inexplicable way my friend has received the message I sent, because if I do not see this writing some ten minutes after the message has been sent, I do not seem to be able to reach my friend.

Health in a Thought.

I should recommend you as a special practice to absolutely cure insomnia or wakefulness in yourself to practise sending to some friend of yours a mental message of health every night, giving, for instance, the brief assurance that your friend is well, and will remain well, or if suffering, that the pain will be relieved and health return. This practice will give you full control over your own nerves and over your own brain; it will quiet and tranquillize you, and send you speedily into a refreshing sleep, and it will at the same time carry its message of healing to your friend.

In a Nut-Shell.

Finally summing up the hypnotic condition and the causes that produce it, we learn: First, how to produce artificial sleep or hypnosis at the suggestions of the operator, and this state is characterized by suspension of the will and consequent

obedience to the suggestions of another. Second, that the subject is controlled entirely by these suggestions and not, as many suppose, by the will of the operator acting directly on that of the subject. Third, that the most wonderful feats produced through the aid of Hypnotism, as well as the cure of diseases and bad habits, are brought about by post-hypnotic suggestion, which is simply suggestion to take effect after the subject has awakened. Fourth, that the subject is also awakened by the suggestion that he will awake. All of which goes to show that Hypnotism is as simple as it is wonderful and as useful as it is fascinating.

Some Parting Words.

It has given me great pleasure to prepare this Course for you, knowing that it contains the knowledge of a lifetime compressed within its pages. You will find here much that is news to any other operator, however skilled in his work he may have believed himself to be, and while the language employed is purposely simple, the processes given you and their explanations are so strictly scientific that I defy the most learned of collegians to pull them to pieces or point out a flaw in my chain of reasoning.

Now, my dear student, if you follow my instructions you are going to succeed. You can not do otherwise. Follow directions carefully, believe what I tell you, for every word is the plain, unvarnished truth. Throw aside all preconceived ideas in regard to the subject, get down to business, and you are bound to meet with success, and that more likely at the very first trial.

In conclusion, let me say I have given you a complete and plain statement of facts—the exact truth about the matter —just what you want to know, and all you want to know, to

make you as good a hypnotist as any to be found. I have shown you that anyone possessing the knowledge here given can become a perfect and practical operator, and that in a very short time, providing they practise. I have shown you that the hypnotic influence can be brought about without the supposition of a magnetic fluid, without the use of cabalistic passes or magnetic rod, or any of the mysterious means employed by the professional to heighten the effect of what would otherwise be a very simple operation. Patience and perseverance are necessary, however, to complete success; just as they are necessary in any other human undertaking. Do not be discouraged if your first attempts fail. Remember that the best of operators have difficulty in hypnotizing a person who has never been under the influence before. Commence to operate, if possible, on an old subject. After your first success you will see just how it is. You will wonder at the ease and simplicity of the thing. You will be amazed to find that so simple a means will bring about such wonderful results and your enthusiasm will know no bounds.

Always bear in mind that appearances count for a great deal. After you have hypnotized several persons, and the fact becomes known in your vicinity, you will find it much easier to operate successfully. As you know, the imagination of the subject has much to do with the bringing about of the hypnotic condition, and anything that will increase his confidence in your ability to hypnotize him should be taken advantage of. Have confidence in yourself—confidence that you can do whatever you attempt.

The more you practise the more confidence you will have in yourself and the more other people will have in you. Let your every word and action convey to the subject the impression that you will succeed. To use a slang expression, "Have your nerve with you." Remember that after you have hypnotized

a person once that person can be hypnotized at any time afterward with perfect ease.

I am always pleased to hear from my students. When you find (as you surely will) that I have given you the true secrets of the art, and when your success calls forth a natural display of enthusiasm I will feel honored by a knowledge of the same.

Trusting and believing that the knowledge you have received from these instructions will be the means of benefiting you in many ways, and advancing yourself intellectually, socially, and financially,

I remain,

Most sincerely yours,

PROF. WILLIAMS,

Blenheim House,

Oxford Street, W.

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